

FINANCIAL TIMES

Weekend FT Euro 96: does soccer still matter?



Steven Berkoff: enfant terrible



Fashion beyond the cringe



SECTION II World Business Newspaper

WEEKEND JUNE 8/JUNE 9 1996

ING Barings sues Deutsche Bank over poaching claim

ING Barings sued Deutsche Bank for damages of more than \$10m in a sharp escalation of the dispute over poaching by the German bank of its rival's Latin American equities staff.

BBA abandons bid for Lucas: BBA Group, the engineering company, abandoned a putative \$2.4bn (\$3.6bn) hostile takeover bid for Lucas Industries.

Rifkind claims progress over beef ban: After a week-long tour of European capitals, foreign secretary Malcolm Rifkind (left) claimed significant progress in the UK's campaign for an end to the worldwide ban on British beef exports.

Allidors confirms deal with Swissair: UK retail group Allidors confirmed it had agreed to sell its duty-free operations to Swissair for £160m (\$243m).

IRA suspected of killing detective: The Irish Republican Army was suspected of killing a detective at Adare, County Limerick, in London, five men were being questioned last night about an IRA blast in east London in February in which two people died.

Flat-rate capital gains tax for Spain: Spain announced a flat-rate tax on capital gains to encourage small investors. The move is part of a package of measures designed to stimulate the economy.

Mediaset flotation decision on Monday: Consob, Italy's financial markets watchdog, will decide on Monday whether to allow the flotation of Mediaset, Silvio Berlusconi's media group.

Fujitsu delays expansion plans: Japanese electronics company Fujitsu has further delayed an \$816m, 500-job expansion at its semiconductor plant in the north of England because of the volatility of the world market for memory chips.

Oracle seeks backing on Internet services: Oracle, the US database software group, is seeking the support of Internet service providers, including the large telecommunications network operators, for the provision of value added services to low-cost "network computers".

Setback for the euro: A Dutch engineer lodged a claim to be the rightful owner of the word euro, chosen by the European Union as the name of the planned single currency. He registered the word as a trademark shortly before the EU heads of state chose it at the Madrid summit.

India 94 runs behind: England scored 313 (Hussain 128) on the second day of the first cricket Test at Edgbaston, Birmingham. India were still 94 runs adrift - at 5 for 0 in their second innings - when bad light stopped play.

Table with 2 columns: Company Name and Share Price. Includes Alders, Arnimex, Ashanti Goldfields, Ashton Mining, BAA, BBA, BSKyB, Blerhem, British Telecom, Cook (William), Critchley, De Beers, Delta, Deutsche Bank, Facia, General Motors, Global Metals, Hard Rock, ING Barings, Johnston Group, Liberty, London Clubs Int'l, Lucas Inds, Xenova.

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Opec members refuse to cut quotas to offset Baghdad's return to market

Iraqi oil plan sparks price fears

By Robert Corzine in Vienna



Market fears about a collapse in world oil prices over the next few months intensified yesterday after the Organisation of Petroleum Exporting Countries adopted a plan for the re-introduction of Iraq exports.

However, it failed to agree on production cuts by other member states to offset the Iraq oil.

The group ended its 100th meeting by raising its production ceiling from 24.5bn barrels a day to 35.03bn barrels a day - more than a third of total world output.

All of that increase was allocated to Iraq after some Opec members, led by Iran, failed to win support for an across-the-board production rise.

Under a UN plan, agreed last month, to exchange oil for food and medicines, Iraq will soon be able to export \$2bn of oil every six months.

In spite of warnings from many oil traders and industry analysts of impending oil price falls, Opec ministers spoke optimistically after the meeting of rising world demand being able to absorb the group's increased output.

The upbeat message was even echoed by Iraq's recent enemies. Mr Gholamreza Agazadeh, Iraq's oil minister, welcomed Iraq's

return to the world's oil markets, and dismissed fears that the addition of about 800,000 barrels a day of Iraqi crude oil on top of Opec's existing output of around 26m barrels a day would prove too much for the market to bear.

But the agreement was met with scepticism among industry observers, who wondered whether Opec states would adhere to quotas, given the cheating by a number of members, including Venezuela, Nigeria, Algeria and Qatar.

Mr Michael Rothman, senior energy futures analyst at New York brokers Merrill Lynch, likened Opec to a "deer caught in headlights, with Iraqi oil exports barreling down at them". He predicted that oil price pressures

would build up over the next two months, as Iraq receives the necessary UN approvals for the individual sales contracts it is negotiating with oil companies.

Executives from a number of US, European and Asian oil companies met officials from the Iraqi Opec delegation this week to discuss possible sales, which many analysts expect to begin in August or September.

Mr Agazadeh, who will chair a committee charged with monitoring Opec output over the next six months, said he would be especially vigilant in September. Key Opec producers such as Saudi Arabia said an emergency meeting of the group could be held around then if the return of Iraqi exports destabilised markets.

Opec officials want Iraq to achieve its \$2bn target with a minimum level of exports. But they fear that Iraqi exports could trigger a price collapse, forcing Baghdad to sell increasing quantities at lower prices.

Analysts said the only sure way to stop a downward spiral of oil prices would be for other Opec states to cut production to underpin prices, a move that would be politically unpalatable, especially for Iraq's recent enemies, such as Saudi Arabia, Iran and Kuwait, three of Opec's largest producers.



Iraqi oil minister Amir Rasheed (right) arrives at Opec's conference in Vienna where a plan to re-introduce Iraqi exports was adopted

RJR's new smokeless cigarettes fail to light up smokers

By Richard Tomkins in Chattanooga

The song may linger, but the trains don't stop at Chattanooga any more. Closed in 1970, the elegant Terminal Station has been converted into the Holiday Inn Chattanooga Choo-Choo, an only-in-America vacation complex where guests sleep in converted railway trains and the restaurants feature singing wait-persons.

Still, let nobody suggest that Chattanooga is off the map. Already notorious in some circles as the birthplace of miniature golf, the Tennessee city this week laid another claim to fame: as the test market for a new type of cigarette.

Eight years ago RJR Nabisco, the US tobacco and food group, unleashed one of the costliest product flops in US corporate history with its attempt to launch a smokeless cigarette called Premier. People said it was hard to smoke and tasted like dung.

But RJR Nabisco is not a quitter. It has come up with an improved version of the smokeless cigarette, called Eclipse, and this week the product went on sale in the stores of Chattanooga.

Eclipse works by heating tobacco instead of burning it. You light its carbon tip; then, when you draw on the cigarette, heated air passes through the tobacco, making it give off a flavour-filled vapour with about the same amount of tar and nicotine as some ultra-light cigarettes.

The key feature of the cigarette is that most of the vapour - and its smell - disappears after it has been exhaled. So although Eclipse is just as harmful to the user as some conventional brands, it is much less annoying to non-smokers.

Mr Tony Brown, owner of the Signal Mountain Tobacco & Beer

US jobs surge prompts Wall St worries

By Michael Prowse in Washington and Lisa Branstetter in New York

A surge in US employment yesterday prompted heavy selling of bonds on fears that the Federal Reserve might have to raise interest rates soon to prevent the economy overheating.

The US Labour Department said non-farm payroll employment rose 349,000 last month, nearly twice the increase expected by economists. Figures for April were revised to show a gain of 163,000 rather than 2,000 as reported previously.

On Wall Street bond and share prices fell sharply in early trading on fears that monetary policy

would be tightened, perhaps as soon next month.

The benchmark 30-year Treasury bond fell nearly two points in early trading, pushing the yield to 7.06%, as traders priced in an increase in short rates of as much as three-quarters of a percentage point by the end of this year. The Dow Jones Industrial Average fell nearly 90 in the first 20 minutes of trading, but had rebounded shortly before the close.

Several European stock markets fell by 1 per cent or more, with indices in Paris and Stockholm dropping by 1.5 per cent. German government bonds dropped three-quarters of a point in response to the falls in the

Treasury bond market. In London, the FT-SE 100 index fell 53.5 points to 3,706, while long gilts dropped by about a point.

In Washington President Bill Clinton hailed the jobs figures as fresh evidence that US economic growth was "steady and strong".

The surge in employment could help his re-election chances as it implies strong economic growth at an annual rate of 3.5-4.0 per cent in the second quarter, against 2.3 per cent in the first quarter.

The first official estimate of second quarter growth will be released shortly before the Democratic and Republican party conventions begin in August. The jobs figures follow other

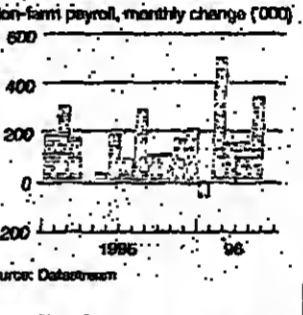
signs of accelerating economic growth, such as higher home and car sales, and left economists speculating about the timing of an increase in interest rates.

Some said a rate increase could come as early as the Fed's policy meeting on July 2 and 3.

But others said it could afford to wait, given the lack of upward pressure on wages or commodity prices and the downward pressure on growth from higher bond yields.

"The Fed fully realises that it should be tightening policy," said Mr Will Brown, chief economist at J.P. Morgan, the New York bank. Short rates would rise by a quarter point to 5.5 per cent either next month or in August.

US employment



Non-farm payroll, monthly change ('000)

Japan's business confidence at four-year high, study finds

By William Dawkins in Tokyo

Japan's top companies are at their most confident for four and a half years and the business outlook continues to improve at a moderate pace, the Bank of Japan announced in its quarterly corporate survey yesterday.

The percentage balance between large manufacturers who think conditions are getting better or worse was minus 3 per cent in May, half what had been forecast in February when the figure was minus 12 per cent according to the bank's Tankan business survey.

Optimists and pessimists are forecast to even out by the next poll in September. A positive figure was last reached in 1991. The survey of 9,966 businesses

is the most detailed indicator of Japan's short-term economic outlook and influences the bank's monetary policy. Conditions have now improved for three quarters in a row.

But bank officials stressed that there were still uncertainties ahead, in an attempt to quell market speculation that the bank might be tempted by the better-than-expected result to raise interest rates. Private sector economists agreed that an imminent tightening of monetary policy is not likely.

The most encouraging features of yesterday's survey were that the recovery is spreading from manufacturing to service industries and that private sector investment is starting to take up the slack from a decline in state-

funded public works spending.

The balance of non-manufacturers expecting an improvement rose by nine points to 13 per cent. All companies nearly doubled their fixed investment plans for the current year, from a 27 per cent increase to a 6 per cent rise. Corporate investment rose by 1.3 per cent last year, the first rise for four years.

But output prices, those at which manufacturers sell goods to wholesalers, continue to fall with a balance of 17 per cent of companies reporting a decline, down from 30 per cent in February. Meanwhile, input prices - paid by companies for supplies and materials - are rising faster, due to the yen's decline. A

Table with 4 columns: Index Name, Value, Change, and Unit. Includes FT-SE 100, FT-SE Eurotrack 100, FT-SE-A All-Shares, Nikkei, Dow Jones Ind Ave, S & P Composite, US LUNCHTIME RATES, 3-m Treasury Bill, Long Bond, Yield, NORTH SEA OIL, Brent Dated, GOLD, New York Comex (Aug), London MONEY, 3-mo Interbank, Life long gilt fut.

Table with 4 columns: Section Name, Page Number. Includes News, International News, UK News, Weather, Lit, Features, Letters, Companies, Companies & Finance, Markets, FT-SE Advances, FT-SE & WSI Indices, Foreign Exchange, Gold Markets, Equity Options, London SE, LSE Listings, Money Markets, Report Issues, Share Information, World Commodities, Wall Street, Sources, Weekend FT, Section II.

Advertisement for Mercury Asset Management. Text: 'We're building a reputation in emerging markets'. Includes contact information for Myra Alletton in Jersey and a list of services.

INTERNATIONAL NEWS DIGEST

Bonn, Paris in energy accord

Germany and France have agreed that European Union states should open a quarter of their electricity markets to foreign competition, and more than 30 per cent over six years. Bonn officials said the accord, reached at this week's regular Franco-German summit in Dijon, could start from January 1 if it was incorporated in an EU directive being negotiated. But they warned that agreement on the directive might not be reached at a meeting of EU energy and economics ministers in Luxembourg on June 20, as several detailed questions remained to be resolved.

Germany has accepted that France should be allowed to operate the "single buyer" system, allowing Electricité de France, the French state utility, to enter into contracts with foreign suppliers on behalf of its customers and so retain control of access to the national grid. *Peter Norman, Bonn*

Islamist party offered power

Turkey's President Süleyman Demirel yesterday asked the Islamist Refah party to try to form a government, following the collapse on Thursday of the conservative coalition. Refah is the largest party in parliament, holding 158 of the 550 seats, and its leader, Mr Necmettin Erbakan, claimed reality showed there could not be a government without his party. "With a Refah government there will soon be a new government and it will solve the country's problems," he said.

However, few analysts expect him to succeed, as all four secular party leaders refuse to form a coalition with Refah. Mr Demirel would then call on parliament's second largest party, the conservative True Path party of Mrs Tanju Çiller.

Mrs Çiller said secular party leaders should discuss creating a four-party coalition, and as True Path was the largest secular party it should lead the coalition. However, both Mr Mesut Yılmaz, the caretaker prime minister and leader of the conservative Motherland party, and Mr Bülent Ecevit, of the Democratic Left party, refuse to work with her. Mrs Çiller, who is being investigated for corruption, is expected to come under pressure to quit as party leader. *John Barkham, Ankara*

German economy picking up

German industrial orders rose 2.2 per cent in volume terms in April, their strongest performance in nearly a year, according to preliminary, seasonally adjusted figures from the economics ministry yesterday. The rise was stronger than expected, prompting some economists to say the economy was recovering after the first-quarter fall in gross domestic product. However, ministry officials said they would need another two months of favourable economic data before declaring a turn-around.

On a non-seasonally-adjusted basis, orders were 8.4 per cent higher than in April 1995. This was the first positive year-on-year figure for nine months.

The most significant indicator of recovery, according to economists, was a 3.5 per cent seasonally adjusted jump in the volume of domestic orders between March and April, following a 2 per cent rise from February to March. *Peter Norman*

Finns damp ERM speculation

Finland's central bank yesterday moved to damp speculation that the markka would join the European exchange rate mechanism within weeks as a prelude to Helsinki's bid to be a founding member of economic and monetary union in 1999. Ms Sirka Hämmäläinen, the bank governor, said there was no question of seeking ERM membership during the summer. However, she said the bank would consider "the situation concerning the timing and substance" in the autumn.

Mr Sauli Niinistö, the finance minister, signalled this week that he believed Finland would have to join the ERM this year if it wanted to be among the first ERM members - a target set by the left-right coalition government. The markka, de-coupled from the Ecu in September 1992, has been relatively strong and stable recently. But there is still significant opposition within parliament to an early ERM link. Speculation was heightened this week when parliament passed revised currency laws required to make ERM membership possible. *Hugh Carnegie, Stockholm*

Ispat to buy Kazakh coalmines

Ispat, the UK-based steel producer, has agreed to buy 15 coalmines in northern Kazakhstan, boosting its promised investment there to well over \$1bn. Mr Akezhan Kazbegeldin, Kazakhstan's prime minister, said Ispat had offered more than \$200m in investment and payment of debts for the mines, most of which had been on the verge of shutdown. Ispat last year bought the giant KarMel steel plant, the main customer of the mines and the largest foreign owned enterprise in the former Soviet Union. Earlier this year Ispat took over a troubled power plant to ensure supplies of electricity and heat to the plant and employees' homes. *Sander Thoenes, London*

Ferries 'still not safe enough'

Even tighter safety measures for roll-on roll-off ferries were demanded yesterday by a senior United Nations shipping official. The International Maritime Organisation agreed stricter controls last November following the loss of the Estonia in the Baltic in 1994. Mr William O'Neill, IMO secretary general, pictured left, said: "The crucial fact about many of the requirements which have been introduced is that they do not stop accidents from happening, they only help to mitigate the after-effects." He called for greater efforts to avoid accidents in the first place. He was speaking in London at a seminar on ferry safety organised by the Royal Institute of Naval Architects. *Charles Batchelor, Transport Correspondent*

Zapatista peace talks to resume

Peace talks between Zapatista guerrillas and the Mexican government are expected to resume tomorrow following the release of two alleged Zapatista leaders from jail. A Mexican appeals court on Thursday quashed jail sentences for terrorism handed down to Mr Jorge Javier Elorriaga and Mr Sebastián Entzin. Mr Elorriaga, a television journalist who served as a go-between between the Zapatista guerrillas and President Ernesto Zedillo, denies belonging to the outlawed guerrilla movement.

The release of the two men is expected to ease tensions in the southern state of Chiapas, where the army and the rebels have held an uneasy truce for the past year. The Zapatistas, an Indian movement, called off peace talks last month in protest at the harshness of the verdicts, reached on the basis of a written statement from a witness who did not appear in court.

Albania's opposition parties, which boycotted last month's elections alleging ballot rigging and violence, are calling a demonstration today to demand new elections. Mr Namik Dokia, leader of the opposition Socialist party, said he expected the protest to be broken up. The US is urging the Albanian government to hold fresh elections in many more constituencies than the four suggested by the central electoral commission following irregularities in the election two weeks ago. Diplomats said that the commission might agree to a re-run in 12 constituencies but the pressure on the government was to re-stage the poll in 25 constituencies.

Marianne Sullivan, Tirana, and Kevin Dove, London

Japan's foreign aid rose 9 per cent in 1995 to \$14.72bn, but as a proportion of gross domestic product, it fell to 0.28 per cent, from 0.29 per cent a year earlier. *Gerard Baker, Tokyo*

Thai king crowns 50 years of unrivalled popularity

King Bhumibol is among the world's most revered monarchs - and a hard act to follow

As the world's monarchs struggle to define a role for themselves in modern society, Thailand's King Bhumibol Adulyadej, the longest reigning of them all, is a notable exception.

During the celebrations marking the anniversary of his accession 50 years ago tomorrow, one of the questions of legitimacy or suitability that stalk other royal houses seem appropriate.

That people still devote themselves to such daily rituals as halting for public performances of the national anthem and standing for a retrospective film on the king's life before the main feature in the cinema.

For most of his 68 years, King Bhumibol has been fully engaged in the affairs of his country, helping to construct and preserve national unity in times of strife and initiating and funding projects to help his poorer subjects during times of calm.

Since the 1960s, the king has ventured out of Thailand only once - a one-day visit to neighbouring Laos - and although the country has had 15 constitutions, 17 military coups and 21 prime ministers during his reign, the king's mere presence is a safeguard against extremism.



Near divine: Leading politicians sit on the floor during an audience with the king in his palace

But for all the popularity of King Bhumibol, the ability to avoid problems faced by other monarchies has not made the Chakri dynasty, of which he is the ninth monarch, immune from lingering questions about succession.

That question is particularly acute because of the crucial role the king plays in anchoring Thailand's political stability. Mr Anand Panyarachun, a former prime minister, said in a recent speech, widely publicised in Thailand, that the king's unwavering dedication had earned him "reserve powers" that no other constitutional monarch in the world has ever enjoyed.

"His Majesty alone possesses continuous political experience and... his remarks, whether made privately or publicly, have always been listened to with great attention and circumspection," Mr Anand said. "His indirect influence on government policies and measures cannot, therefore, be underestimated. Without His Majesty's guiding hand we would not be where we are today."

A blanket prohibition against criticising the monarch or the monarchy - *lèse-majesté* laws are severe and enforced - contributes to the near-divine aura surrounding King Bhumibol.

But the king is human and when he was hospitalised twice last year with heart problems, succession became the hottest - though private - topic of discussion among the body politic. Crown Prince Maha Vajiralongkorn does not yet command the respect or authority that his father does, while Princess Maha Chakri Sirindhorn, the king's third child and named second in line to the throne in 1977, has carefully followed her father's lead in the area of social works and is widely loved.

No one expects the Crown Prince, 43, to replicate his father's popularity immediately - Thailand's rapidly changing social and political values work against him. Respect for the Chakri dynasty has fluctuated throughout history and each new king has to start afresh in earning popular respect.

"It would be unfair for Thai people to judge a successor on the standards of the current king," says Mr Anand. "It is going to be impossible for anybody to follow the present king. But we will survive."

Yet despite presiding over an increasing number of official and religious duties as he is groomed to take the throne one day, the crown prince has an uneasy relationship with the public. In 1992, saying that he was "hurt and disheartened", he felt the need publicly to dismiss various rumours, including one that he had backed a syndicate caught rigging the national lottery and that he afforded protection to night-spots allowed to stay open past Bangkok's 2am shutdown.


"They seem to want to dump everything had on me," he told journalists at the time.

The crown prince has one daughter by his first wife, Princess Somsawall, and five more children by Ms Sucharinee Wivacharawong, a commoner who has never been fully accepted into the royal household.

Ultimately, the concerns about succession are not about the monarchy itself, but about the maturity of Thailand's political system and military. Many are worried that these institutions, having become dependent on an exceptional king to bail them out in times of crisis, could sink into intractable battles when the throne is occupied by a monarch who does not possess King Bhumibol's "reserve power."

The royal palace is subtly preparing for that day. "Thai people seem to see that there is merit in continuity. The transition will be smooth," Mr Brabongse Kasemsri, the king's principal private secretary, told the Far Eastern Economic Review in a rare interview this week. "But of course it will also depend on the future king and queen to carry on with this tradition to keep the monarchy strong and secure."

Ted Bardacke



Windows 95

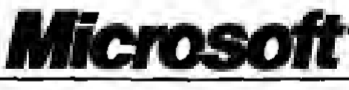
Still waiting for something better than Windows 95?

Here's something to read while you wait.

There's no hurry to buy. It's sure to be followed by a newer, shinier version. Windows 2000 has a kind of ring to it. There are bound to be a few little refinements they want to make.

Let them get their act together. That's strange. A lot of my business friends seem to have it already. Ah well. Fools rush in. They say the new operating system is easier, more intuitive. They say it recognises new software really easily. And hardware too. Plug and play, as they say. They don't know how they lived without it. They're so impressed with this 32-bit technology, it's clouded their judgement. "98% of those using Windows 95 in organisations say they're satisfied?" Mugs! Corporate lackeys! I'm positive there's something better round the corner. I've read science fiction books. There are going to be computers connected to televisions that communicate via telepathy. So I can't see the point of diving in. OK. So there are better internet abilities and better switching between applications. Bound to go wrong. They've got 20 million users already, apparently. But all software comes with a few problems.

OK. So they tested it thoroughly. A million testers, they reckon. The biggest pre-test ever. Ironed out all the problems beforehand. My foot. Must say, my business friends are doing very well at the moment. Productivity pay-rises and the like. What was it they said? "Over three years, Windows 95 will save them £1,000" in management costs for every PC they run?" But you wait. I'll have the last laugh. Now they're offering a 30 day money back guarantee. What a give away. You buy Windows 95 and if you're not completely satisfied, they'll give you your money back! Do me a favour. You know what will happen. Day 31, all the problems start. Yes, I know what the Wall Street Journal said. "After 6 months Windows 95 has proved itself a solid and reliable product." But what does Wall Street know? Where is Wall Street? And PC Magazine, that most respected and impartial of journals, says "When it comes to comparisons Windows 95 is in a class of its own." I'll reserve judgement if it's all the same, thank you. No harm in waiting. You know, this daytime television's not so bad. I certainly won't be calling for more information on 0345 00 2000; extension 196. But you might.



WHERE DO YOU WANT TO GO TODAY?™

Windows are open 9.30am-5.30pm Monday to Friday. Local rates apply to BT customers. *Money Back Guarantee Terms and Conditions. Offer only applies to those purchasing UK Windows 95 boxed products. (Licence version. Windows 95 pre-installed on personal computers and Windows 95 related products do not qualify). Qualifying purchases are those made between 15.4.95 and 30.4.96 and dated invoices must be supplied as proof of purchase. The money back guarantee is valid only for 30 days after purchase (confirmed by date of invoice). Only the amount paid (including VAT) for Windows 95 is covered. PSP of returning product will not be refunded. The product must be de-installed from your computer and the box with all of its contents must be returned to Microsoft along with the dated invoice. Please see reverse of product box for system requirements. Money back guarantee limited to one product per person. Your statutory rights and your rights under the terms of the Microsoft End User License Agreement are not affected. ©Source: Microsoft Corporation Commissioned Research. **Source: Survey conducted on a company with 8,750 PCs. Microsoft, Windows and "Where do you want to go today?" are registered trademarks or trademarks of the Microsoft Corporation in the US and/or other countries. <http://www.microsoft.com/uk/>

مكتبة ابن الجوزي

COMPANIES AND FINANCE

LME pledges action on copper turmoil

By Kenneth Gooding, Mining Correspondent
As battle raged yesterday between those determined to drive copper prices down on the London Metal Exchange and those equally determined to push them up...

sharply yesterday. Meanwhile, copper for immediate delivery jumped by 15 per cent at one point yesterday. Mr King said: "Long-term volatility, particularly at this sort of level, is bad for all market participants..."

Traders suggested yesterday that the price collapse on Thursday started when three North American organisations aggressively sold short - or sold copper they did not own in the expectation of being able to buy it later at a lower price.

group, and Global Metals, a New York trading house. Mr John Champagne, a Global director, insisted Sumitomo had no ownership link with his company but Global acted for the Japanese group along with many other clients.

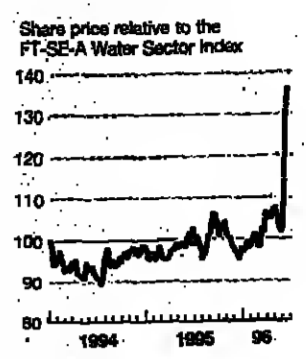
Oracle calls for support on Internet services

Oracle, the US database software group, is seeking the support of Internet service providers, including the large telecommunications network operators, for the provision of value added services to low-cost "network computers".

Southern Water promises 10% share buy-back

Southern Water said yesterday that it would reward shareholders by buying back a further 10 per cent of its shares if the proposed takeover by Southern Electric or Scottish Power failed.

Southern Water



Net debt of £102.2m gives gearing of 10 per cent. The company scrapped its scrip dividend and said its proposed final would not be paid if the Southern Electric bid went ahead.

Critchley in £11.5m cash call to fund further expansion

Critchley Group is to raise about £11.5m with a 1-for-10 rights issue at 810p to fund further expansion. Shares in the electrical cable accessories manufacturer fell 43p to 942p.

Liberty in the red after £19m restructuring charge

More than 650 jobs could be lost at Liberty as a result of a restructuring programme which led the retail and textiles group to take a £18.7m exceptional charge last year. Shares in the group rose 42p to 395p after the market welcomed the attempt by Liberty's new management to arrest five years of declining profitability.



Ian Thomas, chief executive (left), with Denis Cassidy and Andrew Garety, finance director: acted to address profit decline...

Ashtead upbeat on trading

Ashtead Group, the equipment rental company, yesterday announced that in each of the past three months it had achieved record turnover in both the UK and US. That was without any contribution from its recent acquisitions, which had performed in line with expectations, the company said.

Cohen rides switchback markets

Pre-tax profits at A Cohen, the manufacturer of non-ferrous ingots, improved 14 per cent in 1995 despite lower copper and aluminium prices in the fourth quarter.

Thorn EMI will report on prospects after demerger

Sir Colin Southgate, chairman of Thorn EMI, will on Tuesday start the process of preparing investors for its forthcoming demerger by reporting on the trading prospects for the Thorn rentals business and EMI Music group after they split.

Pillar rights to raise retail content

Pillar yesterday became the latest property company to call on shareholders for additional equity, raising £49.9m through a 1-for-4 rights issue at 160p. The announcement came as the company unveiled a 4 per cent increase in net assets per share in the year to March 31.

Table with columns: Company Name, Turnover (£m), Pre-tax profit (£m), EPS (p), Dividends (p), Total for year, Total last year. Includes companies like Canonica, Colson (B), Cook (Williams), Critchley, Dundee House, Golden Rose Comms, Liberty, London Clubs Intl, Park Food, Pillar Property, SRR Investments, Southern Water, and Tito.

Table with columns: Investment Trusts, Net (p), Dividend Yield (p), EPS (p), Current dividend (p), Date of payment, Corresponding dividend, Total for year, Total last year. Includes trusts like British Smaller Cos, Dunscombe Enterprises, F&C Special Sit, and F&C Special Sit.

Delta sells lossmaker

Delta has disposed of Surprenant Cable, its loss-making US cable subsidiary, for \$24.5m (£16.1m), a loss of \$4m. Surprenant supplied cables to the US military, and its sales were hit by the end of the cold war.

Large advertisement for OFFSHORE OPTIONS. Features 'UP TO 7.5% GROSS P.A.' and 'LIMITED ISSUE FIXED RATE BONDS'. Includes a coupon for Yorkshire Guernsey with fields for name, address, and investment preferences.

Handwritten signature or stamp at the bottom of the page.

COMMODITIES AND AGRICULTURE

WEEK IN THE MARKETS Copper plunges on LME

Aftershocks following Thursday's unprecedented price plunge kept London Metal Exchange copper traders on their toes yesterday.

In a highly volatile market the three months' average price ranged between \$2.110 and \$2.265 a tonne and the cash premium widened dramatically.

Thursday's early sell-off, which saw the LME three months copper price lose 15 per cent of its value in the space of two hours, was blamed by many traders on the activities of the hedge funds.

The traders thought the objective was to push the three months price below \$2.424 a tonne, forcing investment banks and market-makers that had granted put (selling) options to copper producers to start selling.

remaining steady, and that a price bounce was justified following the spectacular downward move of late Wednesday and early Thursday.

"The main lesson to be learned from LME price movements over the past three years is that due to the increasing role of financial players, prices are more forward looking than they have been in the past," it said.

"The price rally in late 1993 was a good six months ahead of the fundamental recovery. The same applies to copper price movements in the past month. They obviously reflect some temporary special one-off factors but the underlying trend downward movement reflects pessimism about the next six to nine months."

"It simply cannot be ascribed to short term one-off technical factors."

BASE METALS LONDON METAL EXCHANGE (Prices from Amalgamated Metal Trading)

PRECIOUS METALS continued GOLD COMEX (100 Troy oz; \$/Troy oz)

ENERGY CRUDE OIL NYMEX (1,000 barrels; \$/barrel)

GRAINS AND OIL SEEDS WHEAT LCE (5,000 bushels; \$/bushel)

SOFTS COCOA LCE (5,000 lbs; \$/cwt)

MEAT AND LIVESTOCK LIVE CATTLE CME (40,000 lbs; cents/lb)

WHEAT LCE (5,000 bushels; \$/bushel)

COFFEE LCE (5,000 lbs; \$/cwt)

SUGAR LCE (5,000 lbs; \$/cwt)

COFFEE LCE (5,000 lbs; \$/cwt)

SUGAR LCE (5,000 lbs; \$/cwt)

WHEAT LCE (5,000 bushels; \$/bushel)

COFFEE LCE (5,000 lbs; \$/cwt)

SUGAR LCE (5,000 lbs; \$/cwt)

WHEAT LCE (5,000 bushels; \$/bushel)

WEEKLY PRICE CHANGES

Table showing weekly price changes for various commodities like Gold, Silver, Copper, etc.

WORLD BOND PRICES

Table showing world bond prices for various countries and maturities.

MARKET REPORT

By Lisa Branstetter in New York and Conner Middelmann in London. Stronger-than-expected figures on jobs creation in May caused US Treasury prices to tumble in early trading yesterday.

US INTEREST RATES

Table showing US interest rates for Treasury bills and bonds.

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Table showing bond futures and options prices for various maturities.

FT ACTUARIES FIXED INTEREST INDICES

Table showing FT Actuaries Fixed Interest Indices for various asset classes.

UK GILTS PRICES

Table showing UK Gilts prices for various maturities.

BENCHMARK GOVERNMENT BONDS

Table showing benchmark government bonds for various countries.

FRANCE

Table showing French bond futures and options prices.

GERMANY

Table showing German bond futures and options prices.

ITALY

Table showing Italian bond futures and options prices.

SPAIN

Table showing Spanish bond futures and options prices.

UK

Table showing UK bond futures and options prices.

Other Fixed Interest

Table showing other fixed interest rates for various instruments.

MARGINED CURRENCY DEALING Launion

MARGINED CURRENCY DEALING Launion

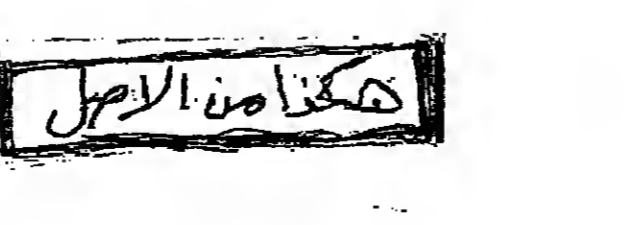
MARGINED CURRENCY DEALING Launion

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MARGINED CURRENCY DEALING Launion



COMMENT & ANALYSIS

FINANCIAL TIMES

Number One Southwark Bridge, London SE1 9HL
Tel: +44 171-873 3000 Telex: 922186 Fax: +44 171-407 5700
Saturday June 8 1996

New teams, new skills

The mania surrounding England's hosting of the European football championship finals has brought back old memories. Fans and commentators, familiar with the home team's recent record, are wary of predicting an England win. They prefer, rather, to live and relive the home team's last great victory, in the World Cup final against the then West Germany in July 1966.

Government ministers - a fair few football fans among them - are among those praying hardest for a repeat performance. The hope seems to be that one month of good playing by England could succeed where four years of economic recovery have failed. Buoyed by a miraculous victory, English consumers would at last feel good about the economy - and, incidentally, the government.

That, at any rate, is the plan. Even without an England victory, most economists are predicting an upturn in consumer confidence over the next few months, partly as a result of windfall pay-outs by building societies and utility companies. But the Conservative strategists may be right to believe that it will take more than a temporary economic upsurge to re-win voters' trust in the Tories.

An England victory in Euro 96 could give a larger boost to the government's chances if it helped ministers persuade the voters that they had reversed 30 years of decline in the economic league tables as well as the sporting ones. Clearly, the parallel between England's two records cannot be stretched too far. (It is, moreover, typically Anglo-centric, since all the available data relate to the entire UK rather than simply England.) But the business of football has been transformed in the 30 years since England's victory, in ways that mirror the changes taking place in the global economy over the period. A win this year would provide some hope that the country had been able to change with it.

Memo leaked

The headline contrasts between the two eras are striking. Take the exchange rate. Thirty years ago the German fans arriving at Wembley were exchanging Deutschmarks for sterling at a rate of over 11 DM to the pound; today it is around 2.3. The economy has likewise slipped down the international leagues. In 1966, the UK's GDP per capita put it 12th among the world's 25 largest industrial nations; today it ranks about 18th. Measured by total GDP (in constant, 1990 dollars), the UK has fared less badly. In 1966 the UK was the 5th largest economy.

these days it is 6th. Yet an internal memo leaked from the Treasury this week expects the ranking to alter more dramatically over the next few years. The paper, drawn up by officials as part of the department's efforts to "remodel" itself for the next century, predicts that the UK will lose its place in the G7 altogether over the next two decades as larger, more successful economies move up the rankings. China, India, Brazil and Indonesia are all tipped for the top seven. Meanwhile the UK, along with France and Italy will languish in the second division.

Stout boots

These extrapolations make a good deal of sense. The UK's performance would have to be miraculous indeed to stay ahead of such young Asian and Latin American tigers. But it is a typically British mistake always to judge the economy's success in relative terms. The economy could fare much better than it has in recent years and still slip down the leagues. The question is whether it has the skills - and teamwork - needed to do even that.

Consider the various revolutions that have taken place in the world economy since 1966: not least, the arrival of a "global economy" worthy of the name. England players do not spend their pre-match training jogging in stout boots over hill and dale, but travelling, by Cathay Pacific, no less, halfway across the world for a warm-up match tour around the Far East.

With the internationalisation of the world economy has come greater mobility of capital and labour. Just as the fans grumble that the best players in "English" football leagues are foreign, it is hard to avoid the conclusion that the companies who have invested in, and profited most from the UK market in recent years are foreign-owned.

The economic groundwork for a better UK performance has only been partly laid. Inflation, at 2.9 per cent, is actually about half a percentage point lower than it was in July 1966, while growth this year, at around 2 1/2 per cent, could be a bit above the 2.1 per cent peak of 1995. But unemployment, despite having fallen steadily over the last few years, stands at over 2.6m, compared to 2.1m in the second quarter of 1966. It will take not merely faster growth but a sharp pick-up in investment to eradicate this reminder of the past few decades' failure. Until then, even if home teams win, voters should restrain their hopes of a similar come-back by the economy.

Irresistible pull of the poachers

The large pay packages to persuade investment bankers to switch employers are causing concern in the industry, says Nicholas Denton

The behaviour of investment bankers makes it hard to remember that the Latin American equities business is depressed. Since last weekend, Deutsche Morgan Grenfell, the acquisitive investment banking arm of Deutsche Bank, has offered large sums of money to recruit 44 staff from ING Barings, the subsidiary of International Nederlanden Groep.

One happy defector based in Mexico is already buying a villa, on the strength of pay promises. In Brazil, an executive who earned a basic salary of \$150,000 a year and a \$300,000 bonus is said to have told ING Barings that he was moving for a \$300,000 signing-on fee and a guaranteed bonus of double that. And an executive in Hong Kong courted by Deutsche Morgan Grenfell says: "This could make me a millionaire. It is a once-in-a-lifetime chance."

Deutsche Morgan Grenfell says the figures are inaccurate and that the first moves were made by the defectors. But the raid has raised concerns over the increase in poaching by Deutsche Bank and others - and its consequences for the stability of investment banking.

The immediate concern was over Deutsche Morgan Grenfell's practice of luring away entire teams. "Forty-four staff it is just too much to swallow," says an ING Barings executive. "This is war. They're going after our business." ING Barings yesterday sued Deutsche Bank in the New York Supreme Court, accusing it of unfair competition and a variety of other offences. Mr Hessel Lindenberg, chief executive of the Dutch-owned investment bank, says that pay packages of \$20m over three years - which defectors are reportedly receiving in the US - are excessive. "These are really outrageous amounts. I don't think the financial industry should move so far from the norm in other industries."



move. They need to acquire staff to break into the new market. Third, as investment banks increasingly offer the same services, they have to struggle harder to distinguish themselves. Well-known analysts and dealmakers can be central in winning business. "There are a dozen serious banks out there, all competing for more or less the same business," says Mr Stephen Hester, co-head of European investment banking at CS First Boston. "If your staff are a few points better, you get more than your fair share. It's a winner takes all."

Finally, acquiring whole banks has become unattractive. There are now few potential targets beyond Salomon Brothers and Lehman Brothers left which would bring global reach. And experience has shown that acquiring a bank does not always mean acquiring its best people - headhunters prey on the unsettled staff.

In the first phase of Deutsche Bank's expansion, for example, it acquired Morgan Grenfell of the UK in 1989 for \$350m. But the latest burst of expansion, beginning in 1994, has been by way of what it describes as "organic growth". Since then, the bank has headhunted about 250 professionals: about 60 from S.G. Warburg, mainly equity analysts, sales staff and traders; about 50 from Merrill Lynch, including a large bond contingent led by Mr Edson Mitchell, former co-head of fixed income at the US investment bank; Morgan Stanley's high-technology sector banking team led by Mr Frank Quattrone, who is reportedly earning at least \$15m over three years with Deutsche Morgan Grenfell; and now 44 employees from ING Barings. The bank says it plans to hire another 150 in the coming months.

the easy and obvious thing to say." And he says that Deutsche Bank's detractors, who bemoan the plight of the industry, are merely fearful of the group's strength. "It's ironic that some investment bankers, who benefit so from free markets, cry foul when there is competition in their own market," the bank says. The Bank of England maintains that pay levels are for the market to determine, though it is concerned about the structure of bonuses which may encourage excessive risk-taking. Nor is investment bankers' remuneration a political issue on a par with executive pay. But there are at least three serious issues raised by poaching. First, large performance-related bonuses encourage traders to take risks with a company's money. There is an apocryphal tale of two traders in New York, friends working for different firms. One bets heavily on the market rising; the other on it falling. One loses his job but shares in the huge bonus his friend earns. Either way, they win. Former executives of Barings, once one of the most lucrative workplaces in the City, have admitted that the large bonuses they received dulled their sensitivity to the risks that eventually brought down the bank.

Second, turnover among staff has become disruptive to the cultures of banks. McKinsey, the management consultancy, estimates the typical investment banker now changes employer three times every six years. "It has become much harder to build institutional skills," says Mr David Hunt, head of McKinsey's financial institutions practice. "Employees have much less incentive to teach the rest of the organisation about their own particular product. Some houses are collections of specialised teams rather than great institutions."

Finally, staff are capturing an increasing proportion of the revenues from the business at the expense of shareholders. In 1980-84, the ratio of staff remuneration at the top 10 US investment banks to their combined pre-tax returns to shareholders was 3:2; in 1990-94, the ratio was 4:1. No incident demonstrated the pecking order better than last year's collapse of Barings. Shareholders, and some bondholders, were wiped out but staff still received \$20m of bonuses to keep them loyal. "It's a great industry in which to be an employee but a terrible one in which to be a shareholder," says one senior investment banker. The Latin American skirmish has provided a reminder to ING and the industry. Although the Latin American equity operations have made a loss since the Dutch bank took over Barings, the employees have prospered regardless. Yet ING, criticised for its stingy "green-rooster" mentality and indignant at Deutsche Morgan Grenfell's profligacy, has promised pay increases to its remaining Latin American staff.

LETTERS TO THE EDITOR

Number One Southwark Bridge, London SE1 9HL
We are keen to encourage letters from readers around the world. Letters may be faxed to +44 171-873 5938 (please set fax to 'fine'). e-mail: letters.editor@ft.com Translation may be available for letters written in the main international languages.

Effectiveness of UK prison service is increasing

From Mr Michael Howard MP.
Sir, Mark Suzman's article, "The rights and wrongs of locking up more criminals" (June 1/2) accused me of regarding imprisonment as simply "warehousing". This is wholly untrue. Annual spending on education in prisons has increased by almost a quarter in the past two years, to \$7m. Prisons now offer National Vocational Qualifications (NVQs) in 48 different trades and occupations. Last year more than 1,800 prisoners gained NVQs, a 43 per cent increase on the previous year. Moreover, the prison service is aiming to increase the number of full-time work places from 7,000 to 10,000 in the next three years. Extra work will come from developing the

prison service's own ability to supply its needs for items such as food and furniture. Further work will come from partnerships between prisons and private industry and from the use of the Private Finance Initiative to encourage companies to set up and manage workshops in prisons. The service has also increased the availability of its specialist offender treatment programmes. The sex offender treatment programme is available to all adult male sex offenders and more than 1,200 prisoners are expected to complete the course in 1996-97. A new and comprehensive strategy to reduce the level of drug abuse in prisons was introduced last April. This strategy involves the provision of

detoxification, education and counselling facilities alongside the mandatory testing of prisoners for drugs. Total spending on prisons has doubled in real terms since 1979. It is increasing again this year. Even though the prison population will soon be dominated by a "bulge bracket", an oligopoly of fewer than a dozen firms. Poaching is a way of buying market share. The second factor is the drive into investment banking by several commercial banks such as Deutsche Bank as their corporate clients show an increasing preference for raising finance by issuing securities rather than through bank loans. At least 10 European commercial banks have ambitions to make the

which offer the best prospects of reducing reoffending. And the evidence is that prison is already at least as good at preventing reoffending as other forms of sentence. The prison service statement of purpose stresses not only the primary purpose of keeping prisoners in custody but also the service's duty to help them lead law-abiding and useful lives. The effective exercise of this dual responsibility continues to be at the heart of the work of our prisons. Michael Howard, Home Secretary, Home Office, Queen Anne's Gate, London SW1H 9AT, UK

Applause for interpretation of ballet

From Oussama Himmami.
Sir, Clement Crisp's review of Patrice Bart's interpretation of Coppélia is unfortunate ("Sad tale of radical revisions", June 1/2). My difficulty lies in the basis for his conclusion that there is "no reason to hail this production as a valid view of an old and honoured work of art". Crisp does not simply object to Bart's re-interpretation of Coppélia, but to the latitude that Bart has exercised in re-interpretation - as when he says: "Bart's concept typifies the current passion for supposedly 'deepening' the classics by exposing or imposing themes: *Giselle* as a study in madness; *Susan Lake* as an exercise in Freudian analysis of its hero."

It is most perplexing to find a critic of Crisp's stature assuming such a position in times when the intellectual shallowness that lies behind many dance performances is all too apparent. Taken to its logical conclusion, Crisp seems to advocate the interpretation of classics in an intellectual vacuum. There can be no dispute that Coppélia is a classic to be treasured. One may or may not appreciate a particular artist's experimentation or exploration of its themes. Finding objectionable the degree to which an artist experiments is wholly different. Bart's initiative, regardless of whether one appreciates the outcome, can only be applauded.



WINNER BY A HEAD



WINNER BY A NECK

Cream for all, not mouldy cheese

From Mr Stephen Morris.
Sir, With regard to the article "Advice to executives: how to claw back credibility" (June 6), consultants to cats forget that some mice read your newspaper. Like milk, PR tricks sour with exposure. There is no avoiding the fundamental requirement,

unpalatable to some, that customers, staff and shareholders should get proportional satisfaction. Let them eat mouldy cheese, carefully packaged, will not do. Stephen Morris, 14 Lord Napier Place, London W6 9UB, UK

Time to take these things seriously

From Mr W.B. Fox.
Sir, I am an old man of 88, and during my long lifetime I have read about many scares. I learned to ignore them all - after all, the press has to earn its bread and butter, and thus it can be expected to blow such stories up. During the past 14 years, however, I have come to realise that

as soon as this Conservative government begins to ridicule the scares one ought to take them seriously. W.B. Fox, Thistle Lodge, Spenny Lane, Collier Street, Marden, Kent, UK

Look to Parisian master cutler for origins of the safety razor

From Mr W.G. Cross.
Sir, The article by Damian Foxe, "Singing the praises of the barber shop" (May 18), leads me to make two points: King Camp Gillette's safety razor was patented in December 1901, not 1903, and, more importantly, he invents not to have been the first to invent a safety razor. In 1883, when master of the

Worshipful Company of Barbers, I found a small book in the company's library, in French and dated 1762, entitled *La Poignotonnie, ou l'Art de se raser*, by J.J. Perret, Master Cutler of Paris. In this, he describes his invention of a "rasoir à rabat", or plane-style razor, on which he had written in the French periodical *Mercur* in 1762. Perret supplied a cut-throat razor

with two ebony guards, left and right, which slid along the blade from the tip. The upper margin of the guard followed the length of the cutting edge, just short of it; the lower margin extended a fraction beyond. This created a safety razor, anti-dented King Camp Gillette by 139 years. I translated *La Poignotonnie* into English and the Worshipful

Company of Barbers had a limited number of copies published. I also made a facsimile in silver and ebony of the "rasoir à rabat" for the company. W.G. Cross, 2 Graham Close, Christchurch, Dorset BH23 3LQ, UK

THE DRESS, SPAIN 15 June
THE GOSWORTHY HOUSE ANTIQUES FAIR 15-22 June
ROYAL ASCOT 16-21 June
THE COGNAC TEST MATCH v. ITALIA, LONDON 16-21 June
WIMBLEDON TENNIS CHAMPIONSHIPS 24 June-7 July
ROTTERDAM ISLAND RACE, ISLE OF WIGHT 28 June
VEUVE CLICQUOT GOLD CUP POLO, COWBOY PARK 29 June-1 July
HEALEY ROYAL BRILLIANT 1-7 July
BARTON COURT PALACE INTERNATIONAL FLOWER SHOW 9-14 July
BARTON GRAND PRIX, STRATFORD 14 July

ONSSAMA HIMANI
1200 North Veitch Street
Arlington, VA 22201, US

Mr Roberto Quarta, the Italian-American chief executive of BBA, has only once met Mr Victor Rice, the combative chairman of Varsity Corporation...

To Victor the spoils
Shareholder power has forced Roberto Quarta to concede defeat to Victor Rice in the battle for Lucas Industries, says Tim Burt

That was last year when Mr Quarta was selling the automotive products business in his engineering and textiles manufacturing group...

braking manufacturer. Mr Rice wanted a \$2.2bn merger between Varsity and Lucas. Mr Quarta, poached by BBA three years ago from BTR...

ing about its aerospace or aftermarket business. BBA, which boasts a large spare parts operation and a small aerospace business...

because it did not promise the integrated systems which would be manufactured by a partnership of Lucas and Varsity...

Canada to Buffalo in the US. Mr Rice expanded Varsity's motor parts business by a combination of acquisition and aggressive cost-cutting...

believed slash and burn is exactly what Lucas needed to lift margins and revive its relatively modest earnings record. He was so confident his shareholders would agree...



There have already been three film versions of The Hunchback of Notre Dame, Victor Hugo's 19th-century novel about Quasimodo, the deformed cathedral bellringer...



Taking flight: Disney's animated version of The Hunchback of Notre Dame is set for commercial success

Disney faces rivals who are quick on the draw

The animation giant's new film is set for success but other studios are challenging its dominance, says Alice Rawsthorn

Disney's days of dominating the animation field may be numbered. Rivals such as Warner Bros, Turner Films, 20th Century Fox and DreamWorks...

their predecessors, each will eventually earn yet more money on re-releases. The same films are also highly profitable beyond the box office...

money from royalties on the sale of merchandise such as Beauty and the Beast costumes and Pocahontas figures. This popularity recently helped clinch a \$1bn 16-year deal with McDonald's...

dominance has enabled it to cream off the top animators. No other studio has matched Disney commercially or critically. The highest-grossing animated feature from a rival...

Paris. Disney constructed a "virtual hallway" of two rooms in the two centres, linked by two-way cameras to link the animators in both cities. Disney's rivals are now investing in new technology hoping they will be able to erode the advantage of Disney's skill base...

An empty seat at the talks in Stormont

Negotiations on Northern Ireland's future are threatened by Sinn Féin's absence, says John Kampfner

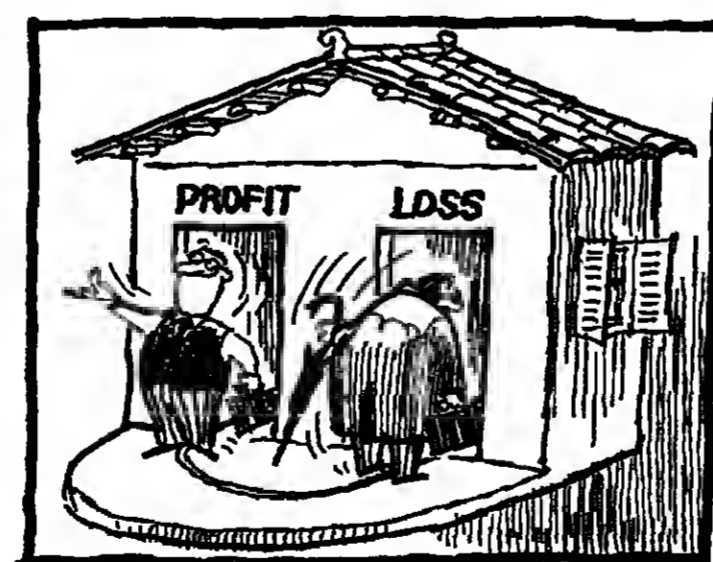
We have been here many times before. The efforts at Sunningdale, Stormont and elsewhere to get Northern Ireland's parties to come out of their laagers and talk about a new settlement have come to naught...

When economists blow hot and cold

Retailers are watching the weather - and their stocks, write Gillian Tett and Christopher Brown-Humes

As temperatures soared across the UK this week, Hozelock, a garden equipment manufacturer, had reason to worry. The group has 70 per cent of the UK garden watering market...

recent cold weather could harm their profits in the first half of this year by having hampered building work. Economic forecasts seem as vulnerable to the weather as company profits...



assuming that next week's inflation data will show a 4.7 per cent monthly increase in seasonal foods because of the weather. But the UK Treasury does not use weather data for its economic analysis...

stantial, especially with "just-in-time" stock management systems. According to Weather Initiative, a Met Office business unit which provides companies with forecasts...

Handwritten signature or note at the bottom of the page.

Weekend FT



Why soccer is still scoring

Simon Kuper wonders if 'Ode to Joy' might be the overture to an English feel-good symphony

Exactly 30 years ago at Wembley, Harold Wilson, then prime minister, asked if he could be interviewed by the BBC at half-time of the World Cup final between England and West Germany. The BBC refused. England won a great match, and afterwards Wilson contrived to be photographed with the team, earning a rebuke from Sir Stanley Rous, head of the Football Association. Four years later Wilson lost the general election. He blamed it on England's defeat by a new West German side in the Mexican World Cup.

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has failed. Tony Blair wrote: "At last England are playing a game which is suited to international football, rather than trying to play long-ball football against people who are too good for it."

The Labour leader knows that - irrational as it may be - many people understand a nation's political debates through football. Soccer, after all, figures far more in workplace talk than does the single European currency. Half the British population watched England lose to West Germany in the 1990 World Cup. And since the team is the nation, soccer is a no value-free zone. It affects the way people think about their country.

The trappings of the side matter too. England is now officially "The Green Flag

In football the ideologies stand or fall quite fast by results

England Team", after the car breakdown company. Venables, its coach, features frequently in court cases. Its players not only cause damage to airliners but do so while sipping complementary alcoholic drinks in business class - perhaps what caused the greatest public outrage.

Trevor Phillips, commercial director of the Football Association, is purported to have sold Euro 96 tickets through unauthorised channels. His fellow men in blue blazers and club ties - most of them pensioners - made a muddled response to this news. Soccer nicely sums up the idea that the "old farts" (as Will Carling, the former English rugby captain, referred to his league's hierarchy) have put the country up for sale.

"The Third World is just six hours by boat," say the Dutch. The squads bringing their own beef to Euro 96 rub it in. "I know that some people will laugh at me because I am too fussy," sighed one team chef. It is a reverse of the Mexican World Cup of 1970, when the England side insulted the locals by bringing their own food - even the eggs.

The team is the nation, but so are its fans. There are few occasions other than sports matches when large numbers of people dress up in their national colours, sing the national anthem and urge on an entity called England against an entity called, say, Germany. And the most visible

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Most people feel the England team sums up nicely the national decline

ures in that favourite debate, "The Decline of Standards of Personal Behaviour in the Modern Era".

The England team - pictured in shredded shirts in a Hong Kong nightclub - stands not just for the nation's moral decline, but also for its perceived post-Suez slide into

incompetence. Just as the British economy is thought to have slipped since the days of Bobby Moore, so in Hong Kong England were lucky to beat a team of middle-aged has-beens I.O.

Prime minister John Major wonders why people feel so bad about their country, in spite of the healthy economy. One reason is that key symbols of the nation have become tarnished: people laugh at the royal family, and the England football and cricket teams commonly lose to Norway or Sri Lanka.

The impression that England is second rate extends even to music: the BBC's theme tune for Euro 96 is the "Ode to Joy" from Beethoven's Ninth Symphony. As various Conservative MPs have pointed out, the composer was a German.

How to revive English football? Politicians still debate whether Europe is good or bad for us, but in football the ideologies stand or fall quite fast by

Continued on Page II



Joe Rogaly

A pox on the planet

'We hypochondriacs look after ourselves, no one else'

W e hypochondriacs are not easily reassured. Quote statistics, philosophy, natural common sense as much as you please. We shall continue to shuffle through life in the spirit of the late Howard Hughes, taking refuge in darkened rooms, wearing Kleenex boxes as slippers, washing, disinfecting, avoiding contact with prisons, viruses, bacteria, protozoan parasites, fungi, worms.

They are all out to get us. They disguise themselves with fiendish cunning. One day it is mad cows, next morning it is something unpronounceable in baby foods. Yes I know the latter is a chemical. It could as easily be a hug. Sooner or later, mark the words of one of the professors I have been consulting, a devilish new plague will come along, bearing the killing power of Ebola? A lethal haemorrhagic fever. We need not dwell upon details.

Dwell, however, upon this: last year some 53m people died. This is a large number, but the striking thing about it is that it is just about the same as the number of deaths on the planet in 1960. During those 35 years the global population has almost doubled. One up for science.

Yet nature is striking back. You may have imagined infections had been wiped out by

antibiotics. Not so. Smallpox has been vanquished, polio nearly so. Leprosy could be next. End of success story. Of the 1995 mortalities, about 17m were caused by an infectious disease of some kind, a quarter of those by respiratory illnesses such as pneumonia.

The other big killers were diarrhoea, TB, Malaria and hepatitis. Most of the victims were children under five in poor countries. As the World Health Organisation reminds us, we have the power to curtail this decimation of the infant population. We should use it. Slim chance. The western mind is more interested in HIV/Aids. That wiped out 1.1m people last year, according to Francis Cox, quoting the latest health report from the WHO.

Professor Cox occupies the chair of parasite immunology at King's College, London. He is one of the speakers at a seminar on "Utopia: a disease-free world?" scheduled for today. The organisers, Saros, kindly invited me, but alas, I shall be in my own utopia, trimming the bonysuckle. When he gives his talk the professor will run through the WHO numbers, and tell the tale of the opportunistic organisms to which we act as host and hostess.

He suspects that humans are not the final product of evolution. That list I set out above, prions to worms, is his

formulation: it runs in ascending order of size and complexity. Human cells have evolved under the influence of various micro-organisms, he says. No bacteria etc, no us. I think what he is getting at is that it is pointless to attempt the complete eradication of disease; we should rather learn to live within our symbiotic relationship with the tiny beggars.

Yes and no. If you are talking about such an abstract entity as the global population, the Cox thesis sounds viable. He would support public health measures such as encouraging people to live more sensibly, or improving the environment in crowded cities. If, however, you are thinking about yourself or a loved one, all you want to do when illness strikes is kill the microscopic invaders, using whatever antibiotics or chemicals seem likely to work.

It is not clear where another seminar participant, Oliver Leaman, stands. Perhaps that

is because he is a philosopher. Mr Leaman, a reader at John Moores University, Liverpool, tells me that Plato argued that in a utopian society people would so regulate their diet and behaviour that they would not fall ill. Sounds familiar. We in the west are ever trying to do that, though we fail. Aristotle, says Mr Leaman, accepted disease as part of normal human life, although he preferred us to be fit. Just like the prof.

You might suspect that all of the above is a lead-in to a tirade, common enough these days, to the effect that we worry too much about our bodies and our state of health, that the west is obsessed with fending off mortality, maintaining youthfulness for as long as possible, fixing every part of the physiognomy that breaks. The risk-reward equation is all out of kilter, runs this familiar argument. Take mad cows. Some 70m Germans appear to be terrified of a brain-rotting disease that is contracted by fewer than 100 people a year. Surely that is absurd?

As a generality it is. When it comes to the particular German who declines to buy British beef, that is one individual's choice. There is no unanswerable rule. We are, or should be, in two minds about science. We acknowledge the amazing miracles it has

worked, but, if we are sensible, we also keep a beady eye on the damage it can do. When scientists first identify a new disease or a new cure they are guessing. They are never sure they are right until they have used us as laboratory specimens.

Too many scientific researchers are morally neutral. You can picture them easily. They run out of their laboratories shouting triumphantly and waving papers on new pesticides, additives, chemicals that leech through from plastic containers into the food chain. It is all in the name of science they say.

The chairman of today's seminar may disagree. Anthony Campbell, professor in medical biochemistry at the University of Wales, questions whether you can just do the science and leave it at that. No. You must take ethics and economics into account.

Do we? Those of us who live in rich countries enjoy the luxury of debating risk-reward and the philosophical significance of disease. We run to our doctors when we feel the need to. We shiver at the news of meningitis. We may wonder whether cryogenics will save our billionnaires for posterity. Oblivious to the deaths elsewhere, we calculate the cost of health insurance. We hypochondriacs look after ourselves, no one else.

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PERSPECTIVES

The Nature of Things
Bioinformatics: the jobs of the future

Clive Cookson says those who combine IT skills with biology or chemistry will remain in demand

The uneven growth of science and technology leads inevitably to shortages of trained scientists in fields that are racing rapidly ahead and surpluses in others that are stagnating, because the educational and training systems cannot adjust quickly enough.

One of the biggest manpower shortages today is in bioinformatics, the area in which biology meets computer science. The discovery of new genes - linked to a myriad of conditions from obesity to breast cancer, schizophrenia to criminal behaviour - receives a lot of publicity. People write and broadcast about many aspects of the genetic revolution, from ethics to science, but they hardly ever look at the computing skills required to make sense of the deluge of information pouring out of the world's gene research labs. Genetics is generating thousands of times more data than biologists have had to handle before. And bioinformatics is the key to mak-

ing sense of it all and turning it into medical knowledge. "Biology is becoming a data-intensive science, in the same way that physics did almost 50 years ago when it became clear that computers would be needed not only to store information but also to process it," says David Searis, recruited from the University of Pennsylvania to become bioinformatics director of SmithKline Beecham, the Anglo-American pharmaceuticals giant. SB has led the rush by the drugs industry to build up expertise in bioinformatics. More than any of its competitors, SB has staked the future of its research on genomics - the study of genes and the way

they interact with one another and with the environment to cause disease. It made a pre-emptive strike in 1993 with a \$125m deal to acquire a stake in Human Genome Sciences, a Maryland biotechnology company that controls the world's largest human genetic database. The bioinformatics department at SB already contains 33 scientists and engineers, and Searis plans to double its size within the next year. In an impressive coup, he has just brought in three of the leading figures in the field: Chris Rawlings, former head of informatics at the Imperial Cancer Research Fund in London; Jim Fickett, a senior computational biologist at the US

government's Los Alamos National Laboratory; and Randy Smith of Baylor College of Medicine. In the public sector, the EU-funded European Bioinformatics Institute in Cambridge - an offshoot of the Heidelberg-based European Molecular Biology Laboratory - has managed to build up its specialist staff to about 70. "There's a great shortage of people, partly because a lot of organisations are simultaneously seeing the need for bioinformatics and partly because the skills required are changing so fast," says Graham Cameron, head of services at the EBI. "Being an international organisation we can at least half-way compete."

From Cameron's perspective, "the pharmaceutical companies all know that they want bioinformatics and they know they want a lot of it, but they don't quite know what they want to do with it. I think some of the uncertainties will crystallise out over the next 18 months or so." At SB, Searis himself has to proceed on a broad front. His department will concentrate on: ■ Search and analysis, including new mathematical techniques for finding patterns in data; ■ Knowledge management, including ways to integrate information from different databases; ■ Mapping and genomics, including approaches to identifying the

genetic components of complex traits; ■ Sequence/structure/function, including rapid methods to predict the biological function of a gene from its DNA. The mainstream computer and information technology companies are only just beginning to take an interest in bioinformatics. "There's a huge vacuum there," Searis says. Therefore, SB cannot "outsource" bioinformatics to specialist IT suppliers, as companies do in more mature industries such as financial services where the requirements are better defined. Bioinformatics and genomics help drug discovery by giving researchers a huge number of new

biological targets, such as enzymes whose over-activity causes disease. The companion activity is combinatorial chemistry - a new technology for creating a vast diversity of new molecules as drug candidates for testing against the targets. The next step may be to combine the two approaches, so that pharmaceutical researchers can test many thousands of drug candidates at the same time for their activity against several targets. Keeping track of such an operation would, of course, require yet more computing power. All manpower shortages correct themselves in the end. But it seems safe to predict that people who combine computing and IT skills with biology or chemistry are going to remain in demand for a long while. For an undergraduate scientist searching for a field in which to specialise, I cannot think of anything with better job prospects than bioinformatics or - to coin a new term - cheminformatics.

Minding Your Own Business

Modeller finds it hard to duck out

Clients will not let Val Bennett shed his hobby, writes Clive Fawcett

Back in January, Val Bennett thought that, as he reached the age of 73, 1996 should perhaps be the year finally to wind down his craft business.

Then, early in March, an order from the US for 30 of his bronze miniature duck models came in the post. The customer, a private collector from Georgia, enclosed a dollar cheque in part-payment. "As the order was worth \$4,000 - almost half my annual turnover nowadays - and the client aged 81, I thought I ought to get on with it immediately. One becomes rather conscious of time slipping away as the mid-seventies approach," said Bennett, who took up modelling as a hobby when working at the De Havilland aircraft company in 1946 after serving as an observer in Firefly aircraft during the latter stages of the second world war.

Producing finely detailed miniatures of about 45 species of duck in a variety of materials has been Bennett's business for the last 23 years; for the past three, he has not actively sought new orders. However, every time he thinks he can safely slip away from his home near Brecon, Powys, for a day or two's painting, shooting or fishing, another order arrives. Inevitably, it is a rush job for a gift, or a special for a client in some odd corner of the world, and he feels he cannot refuse.

When in his 40s, Bennett was sales director of a company making control devices for the aircraft industry. But at 50, he was an unhappy man. A series of takeovers and amalgamations meant he had been moved from Merthyr Tydfil, where he had worked for 14 years, to Somerset. He missed Wales, his family and his home, which he did not want to sell.

some small wood and clay models I had made of British and North American species of duck and it looked as though I had found a market. Bennett also managed to sell some lead versions of his miniature ducks to a leading London retailer of sporting goods and trophies. In 1973, he negotiated to leave his company with a pension of £2,000, plus an arrangement to act as a consultant for three days a week for six months. He has been hoping somebody will come along and make him a similar offer so he can enjoy more of his leisure activities and the duck miniatures can stay in production. However, apart from a brief flirtation in 1991 with the company making Coalport china figures, this has not happened. "I suppose the main problem is that, having been a salesman most of my life I enjoy getting orders," Bennett said. "I find it rather flattering that people in so many countries still want to buy my miniatures, so I carry on gently. "However, there is also the fact that the painting and finishing work is very labour-intensive. Although I feel I have made a good living - and a very enjoyable one - from the miniatures, it takes a particular type of person to undertake the work. Perhaps that sort of person no longer exists. "Larger companies like Coalport would probably find that the amount of hand-finishing pushes the finished articles up to an uneconomic price, which is one reason why they abandoned the negotiations. However, I am convinced the ducks would look very good cast in fine china rather than bronze." Over the years, Bennett has extended his range and had his moulds cast in a variety of materials, including silver and silver-plated bronze. Until 1989, he cast his standard range in polyester resin at home. Nowadays, all the ducks are made of bronze, so casting takes place in a foundry. "Thirteen years ago, Bennett added a limited edition range of models of five pairs of larger-scale ducks in order to



Duck or grouse: Val Bennett with his model ducks

achieve higher margins. He still makes them. The most expensive sell at £700 a pair, as opposed to £100 for the cheapest duck miniatures in the standard range. For 20 years, Bennett has sold all his ducks directly rather than to the retail trade. About 30 per cent go overseas. Apart from employing part-time staff to help with the finishing, Bennett has resisted large-scale expansion. "In a sense, this was forced upon me. Over the years, I have been unable to find anyone else with the level of skill needed for all the painting and finishing work," he said. "Most

of the people I have employed did not want to stay beyond a few years. Training takes so long that I have always taken the view that I should train people only to the extent that, if they leave, I can find a replacement. "An alternative would have been to involve more people by lowering quality and increasing volume, but I rejected that idea many years ago." Bennett remained with ducks because he has always found a ready market. "Ducks are loved by people the world over. They are everlastingly popular. Another reason for sticking to ducks is that one of

the best places in the world to see all manner of species is Slimbridge, which is little more than an hour away by car." A further reason was that business was good. In the mid-1980s, Val Bennett Miniatures was turning more than £35,000 and achieving 30-40 per cent profits before tax. "Nowadays, none of my three children is interested in taking on the business. So if I want to see it continue, I must find someone to sell it to. It would be a shame if nobody were to continue making my ducks when I eventually retire. Even now, the business is turn-

ing over about £10,000 and generating a reasonable profit. "Many people have failed when they have tried to turn a hobby into a business. I have been fortunate. I never had to raise money, as my work is labour-rather than capital-intensive, so I have never had to cope with the millstone of a large loan. I have been able to work from home, and I also feel that my sales training helped me succeed when other artists often fail. It has all been very satisfying." ■ Val Bennett Miniatures, Scethro House, Scethro, Brecon, Powys LD3 7EQ. Tel: 01874-676253

Dispatches / Keiran Cooke

A trained eye on the north-south divide

Two-thirds on a Sunday afternoon and the Dublin-bound train pulls out of Belfast. A few seats back, a pink-faced businessman uses a Swiss army knife to lift the cork from a bottle of white wine. He looks like a naughty boy scout. The new flats by the Lagan river have a lonely look about them. Glass-topped tables and bamboo balcony furniture are out of place in this dark city. "Do you like it here?" asks the elderly woman in the seat opposite. The question is addressed to a German student. The woman is dressed in a patterned hat and cradles a brightly polished black handbag on her lap. "Yah, yah, Ireland is very good, I like it very much," says the student. It is the politically incorrect answer. The woman looks as though she has just come from the Presbyterian chapel. "No, I mean Northern Ireland," she says. "We like to think we are a little different up here." The student looks perplexed.

As we pull into Portadown, there is the sound of more liquid being poured into the businessman's glass. The woman gets off. Portadown is a Protestant town. On the gable end of a row of red brick houses is a mural of King William of Orange on his white horse. The kerb stones and lamp posts are painted red, white and blue. For locals, they are territorial markers. To outsiders, who live in another century, it makes little sense. Throughout the Troubles, the IRA, striking what it considered to be a blow for Irish freedom, would put bombs on the Belfast/Dublin line. There were numerous hoax calls. Passengers would have to clamber off the train on to a bus. One winter night we were taken round the back roads of the border. We demanded that the bus stop for the lavatory. We pulled up outside a pub. It took an hour for everyone to get back on board. Then we headed off over the border for the town of Dundalk. "I've never been this far south before," said the driver. To him, it was like driving into Albania.

These days the train canters past the back of the army checkpoint at the border, all heavy green metal and ugly concrete bollards. A helicopter clatters overhead. There is an army watchtower on the hill above. Travelers say the army can see what you are reading. "Mind what you say now," a man whispered to me once. "They [a big wink and a thumb pointing

upward] can hear every word." The houses in the green hills by the border are like small ranches. They have big drives and a look of new money about them. This country is strongly republican. Yet, people here have made a substantial living from the division of Ireland, smuggling goods and livestock across no-man's-land. It is just one more irony in this strange little conflict. Past Drogheda, the country is flat with the hilt line of the sea on the left. The businessman is smoring gently. Trains allow you to look at the other side of peoples' lives. There is a neat vegetable garden with a bird table with a little windmill attached. Next door there is a discarded refrigerator, a chair with three legs and a pram with no wheels. We go through Skerries. Flann O'Brien, one of Ireland's

most comical writers, once told of how James Joyce was found working as a barman in the town. Joyce was writing religious tracts in his off-hours - and was horrified to hear of the success of *Ulysses*. The backs of more houses. A red-faced man sits on the kitchen step in the late afternoon sun, giving his feet their first open-air outing of the year. He twiddles his toes, looking as if he is seeing them for the first time. We pass over a lagoon into Malahide, then Howth. The sea is close now. Families are on the beach. A kite loops overhead. It all has an old-fashioned air about it. You expect to see Wolsleys and Rileys parked in a row. We come into Connolly station, the Dublin terminus. One, Connolly was a sad place, where emigrants would queue for the train to the east for England and elsewhere. There are few wet handkerchiefs on the platform these days. Now, people can fly back for the weekend. A red setting sun lights the roof. "We're there now, sir," says the guard, shaking the businessman awake. "Ah yes, Belfast, No. Dublin. Very good, very good." He pushes the cork back into the empty bottle.

Worldwide, soccer keeps on scoring

Continued from Page 1

fans are the hooligans. Even England should have no more than a few hundred of these at Euro 96, and the damage should be relatively slight. It used to be said in the 1980s, the heyday of football violence, that more people were arrested every Saturday night in Oxford city centre than at all the old second division games of that weekend put together. But football hooligans cause far more popular panic - partly because their violence is on television, and partly because, when they accompany England, they appear to represent the nation. After all, they wear Union Jack vests and sing, "We are England". When some of them were arrested in the 1980s for assaulting people abroad, and were condemned by Margaret Thatcher, then prime minister, they were genuinely upset. "We were doing it for her," they explained. "It's just like the Falklands." They are keenly aware of national history. "Two world wars and one World Cup, doo-dabi!" as they chant at German fans. They see themselves as emissaries of a warrior nation. Strip out the swear words and finish the sentences, and they can sound rather like Tory Eurosceptics. Few other European nations see themselves as warrior

nations: no Italian fan with a sense of recent history could manage that. The Dutch and the Danes pride themselves on their ability to party. Dutch fans paint themselves orange, and the Danes call themselves "Rolidans". Scotland fans, famous hooligans in days past, have become peace loving in recent years. Sociologists believe this is because they are defining themselves against the England fans. Of course, other nations have hooligans. But they tend to follow club teams, as the national side offers too soft an image, and they usually model themselves on English fans. In Croatia last year I met Darko, leader of Dynamo Zagreb's hooligans and a devoted Anglophile. He wears a Union Jack tattoo on his arm.

Darko spent much of the 1980s sitting in Zagreb's British Council building reading reports about English hooligans in the British press. He fell for Chelsea because their fans seemed to be involved in 90 per cent of the trouble. Over a pint of Guinness he said in perfect English: "Chelsea: good mates, good fighters. I like the English supporter, because he likes his club very much. It is really the most important thing in the world to him." Darko is attending Euro 96, staying with hooligan pen-pals in Sheffield. But he comes not to fight English fans but to learn from them, like a disciple visiting his guru's ashram. Hooligans aside, English fans have shown little interest in Euro 96.

Ticket sales have been slow, and this week seats were still available for matches including the Wembley quarter-final, to be played on a Saturday and likely to feature England. Laddies said last weekend that since England's game against the Hong Kong Golden Select XI, they had not taken a bet on the English side to win the competition. The domestic league title run-in between Newcastle and Manchester United, and the FA Cup final generated a lot more talk and interest. United beat Liverpool thanks to a goal by the French genius Eric Cantona. Dozens of United fans waved French tricolors at the final. It was an unpatriotic gesture, and they did not seem to mind.



Hero or bad boy? England's Paul Gascoigne in motion

Chess No 1,131: 1. Bc3+ R2 Qx3 Qx1+ 3 Ke2 Qx1 mate. If 2 Rxd3 Qh1+ 3 Ke2 Qg2+ 4 Kc3 Rxe4 mate.

FASHION

Life beyond the cultural cringe

Marion Hume says designers from Australia are being taken seriously

Let me introduce you to some new names set to make their mark on the fashion map. It is unlikely that you will have heard of Collette Dinnigan - unless, of course, you are such a dedicated shopper that you have already discovered her lingerie and lace dresses at Liberty or Harvey Nichols.

It is most unlikely that you will know Morrissey Edmiston - unless you shop in New York and have stumbled on their sleek, second-skin clothing at Henri Bendel. Neither are Zimmerman, Marcos nor MJM well-known labels. It is worth meeting them now because soon some of them may be all too familiar.

The common thread between the names above is that the designers are Australian. But before you write them off as a fashion joke, remember that 15 years ago the notion of Australian films made people chuckle. After the success of *Strictly Ballroom*, *Muriel's Wedding* and *Priscilla, Queen of the Desert*, Australian films are now taken seriously. This could be the destiny of the best Australian fashion designers.

There are many barriers against these designers, who recently revealed their faces at the first Australian Fashion Week in Sydney. There are the upside-down seasons, an already near-saturated global fashion market and the sheer distance. But some will break through in spite of all these. Richard Tyler, a New York designer and the dressmaker of film stars such as Julia Roberts and Susan Sarandon, is Australian. He is about to find other designers from Down Under coming up behind him.

No British man or woman, and no British fashion store buyer, is going to buy an item of clothing simply because it is Australian. While some people will shop for French designer clothes because they are French or search out a "Made in Italy" label, no one will seek out Australian fashion unless they want to look like Crocodile Dundee. To survive in the tough international fashion market Australian designers have to be as good as those from New York, London and anywhere else.

Some will make the grade. First, let's meet Morrissey Edmiston, who are Peter Morrissey and Leona Edmiston. They make hipsters and shirts so skinny they are well-nigh indecent, which is why rock stars and supermodels have discovered them. They make the kind of itchy-hitsy bikinis that turn up atop high heels in Helmut Newton photographs. Their trademark is super slick, sexy clothes - think Gianni Versace, but without the prints.

Morrissey Edmiston do not yet have a British stockist hut, having taken over the Fifth Avenue store front windows of Henri Bendel not once but twice, they doubtless soon will. Their style is slick and spare, and they insist that the reason their clothes look like Gucci and Prada is synchronicity. They can pull out pictures of slash-front disco jumpsuits in a collection they did four years ago. And they have been refining the tightest of hipsters for eight years.

The 1970s zenith of New York's Studio 54, Bianca Jagger, Andy Warhol inspires them, just as it inspires Tom Ford at Gucci. So why

buy Morrissey Edmiston? Because they understand the power of hype. You may not have seen their clothes yet but within a couple of years (perhaps even a couple of months) it will be hard to avoid them.

Collette Dinnigan is worth meeting precisely because her clothes do not insist upon that skinny, sexy silhouette so popular today. Dinnigan's clothes, which have already been picked up by British stores, look a little as if you found them in an old chest belonging to your great-grandmother.

Dinnigan works hard with her fabric suppliers to invent new combinations of laces and silks that look old, yet live up to the performance we have come to expect in modern clothes. Some of her delicate lingerie, on sale at Harvey Nichols, can even be machine washed, while her frill blouses and saucy, lacy black dresses are -

No-one will seek out Australian fashion unless they want to look like Crocodile Dundee

thankfully - more robust than they seem.

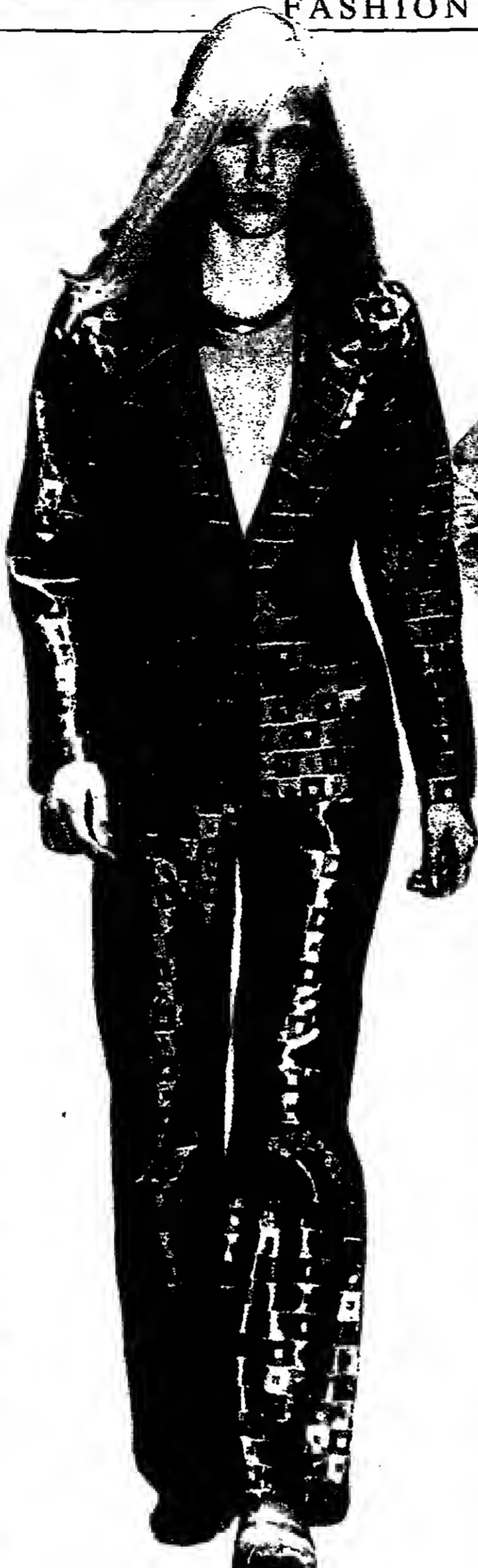
Dinnigan and Morrissey Edmiston made their catwalk debut during the fashion week in Sydney last month, although Collette Dinnigan has staged small salon shows in Paris. The collective event itself was of interest.

The Mercedes Australian Fashion Week represents the first time anywhere that a named event sponsor has been associated with fashion, in the same manner that sponsorship has been attached to sport.

As the fashion show becomes increasingly regarded as a sophisticated arena in which to promote unrelated products, the Australian experience offers a glimpse into the future. Lloyds Bank and Vidal Sassoon are already associated with London Fashion Week, but not as an integral part of the title. As the shows become more and more expensive to stage, and more products want supermodel mystique within their promotional package, can we look forward to, perhaps, Coca-Cola New York Fashion Week? The First-Milan Collections?

Simon Lock, organiser of the Australian fashion shows, hopes the yearly event showing trans-seasonal trawls rather than potentially confusing southern hemisphere autumn/winter or spring/summer clothes will become more than a venue for Australian designers. Next year, New Zealand designers will be invited into the mix.

As the event finds its feet, designers from Asia will also be invited to participate. Andrew Ng, one of Harvey Nichols' hot new hopes, is from Singapore. Lock hopes that the next wave of Japanese designers, following in the footsteps of the influential Comme des Garçons, Issey Miyake and Yohji Yamamoto, will choose Sydney as a place to show their clothes.



From left Upholstery print night club suit by Morrissey Edmiston; white leather suit by Morrissey Edmiston; high summer beach dress by Marcos. Below: left, Collette Dinnigan's 1920s inspired Roxy lace; Collette Dinnigan's heritage lace shirt and skirt

Photographic: Don Deane

Lock has big ambitions. Ten years ago, a designer was considered a success if he garnered sales to American stores. Being in Bloomington, Bendels, Bergdorf Goodman is still of huge public relations importance to designers, wherever they come from. But the Manhattan retail scene is an increasingly tough tightrope to walk. Even the household-name American fashion designers are working hard to ensure their positions within the wealthy Pacific rim countries.

Donna Karan is targeting Hong Kong as a key export market. Lock says Sydney could become a venue for second shows of international designers who want the publicity and sales in that part of the world.

Talking on Paris is a big dream. While no one is predicting the collapse of the traditional world fashion capital in favour of a Down

Under newcomer, establishing Sydney within the annual calendar makes sense. The city is expanding with its fledgling, but important, international finance centre and global brands, including Estée Lauder, have set up offices there to deal with Pacific business.

Although Collette Dinnigan and Morrissey Edmiston design clothes with international appeal but with no particularly Australian hallmarks, the next best options are from those who make a virtue of living in a sunny country.

Liberty and Harvey Nichols joined stores from the Far East in sending buyers to Sydney. They preferred swimwear and resort clothing that the British would want to wear on holiday rather than at home. Zimmerman is the label of two sisters, Nicole and Simone, and their zesty swimwear takes fashion trends and puts a spin

on them to make them right for the beach. Lace is the latest big trend; Zimmerman offered a chivally lace-effect on well-cut bikini bra tops and Ursula Andress in *Dr No* type, big bikini knickers.

The Zimmerman sisters took the slubby, hessian effect, which Miuccia Prada used on square-cut, granny-style suits, and perked it up by printing an imitation on skimpy swimsuits. Also worth a mention for confident colour combinations is Marcos, a beach and sporty label destined to turn up in British stores.

Both buyers and consumers like to find something original. It is worth keeping an eye open, whether shopping at home or abroad, for the prints of husband-and-wife team, Brian O'Malley and Bridget Gardiner. They have created a unique printing process using seaweed algae to produce a marbling effect on cloth. In Australia, their work appears on clothes under the MJM mark, but Europeans are more likely to find them care of Missoni.

Helen Kaminski's accessories are easy to find. Her UK stockists include Harrod's and Egg in Kinnerton Street, her speciality is summer hats made from lustrous, hand-rolled raffia (rolled on the upper thighs of women in co-operative workshops in Madagascar). Her roomy bags, based on traditional yam-gathering New Guinean billm bags, are already sought after among fashion's international set as the only alternative to a Prada, Chanel or Hermès bag.

Smart shoppers do not buy labels, they buy things that suit their lives, flatter their figures and add to their wardrobes. There is no reason why some of these items should not be Australian. The so-called "cultural cringe" that once haunted distant Australia seems irrelevant when your little lace dress hails from a country that is, after all, only 21 hours away.



Keen gardeners have already been potting madly for a fortnight. Plants in pots are all the rage and work wonders for small gardens or paved areas in any setting, however grand. The art is improving yearly and the range of rarefied plants is leading demand into new territory.

It amuses me to read the new wave of gardening books on natural gardening and native wild flowers which seem to think that they are the way forward. Many gardeners are rightly voting in the opposite direction. They want the exotic, the madly foreign and the brilliantly coloured, crammed unsaturally in their containers throughout the summer from Fulham to Florence.

You would have to torture me to produce a top 10, but here it is, changing weekly like the prices on your working screens.

Top of the list, the Royal Dutch of pot plants, is the scented *Heliotrope*. You have to buy a parent plant as a

half-hardy perennial if you want the best scent. You can multiply it ever after and even train it up into a standard with patience and a frost-proof greenhouse from mid-October. I would pick *White Queen* for scent, but the true *Chatsworth* is darker and runs it close. *Heliotropes* are five-times the plant in half the growing season if you souse them with diluted Phostrogen once a week from now onwards.

Of course I would want some fancy geraniums, and after last summer I would want the small *Angel Pelargonium* first. It is untrue that they only flower for a month. Once again, the answer is to pump them full of Phostrogen at weekly intervals. I sent plants of the admirable little *Hemlingstone* into a drug-crazed stupor last summer and would

gladly do the same for any of its cousins in the *Angel* group this year. They sit admirably round the edges of a large container.

For a touch of class, I would go for *good Hedychium*. They are relations of the ginger and have a beautiful combination of grey-green leaf and exotic flower which is worth the high price if you tend it carefully in a pot. *The Plant Finder* lists nearly 30 varieties and I hope they will catch on and fall in price. Meanwhile, I will bag the yellow-flowered *chrysanthemum* as my first choice in a fine group. I suspect they will be out in force at the Hampton Court show next month. Bought there, they will grow on and flower delightfully in late summer.

Those in the know grow smallish roses in pots, not the

bestly miniatures which are pushed at us for the purpose, but luscious, older roses with scented flowers that would be horrified if you tried to prune them with nail scissors.

The dark and dusky rose *Louis XIV* would be a sensational choice which I admired in the heat of last summer in the colour-graded plantings at Hadspen House in Somerset. It is difficult to buy, because it is not really hardy. My accessible, second choice would be the small China rose *Hermosa* which is dusky pink and heavenly in a pot.

On the margins of greenhouse life, I would have to show off and include some of the violet-blue *Alyogyne* which have broad, trumpet-shaped flowers and detest frost. All those on sale are excellent, but they respond to

heavy feeding which prolongs the season. They are not cheap, naturally, but visitors find them irresistible.

Salvias are perfect potters for those who want a long season and intense, pure colour. They are not always the easiest plants to maintain. They are surprisingly quick to droop and shrivel as they turn dry in many of the best forms. Water revives them, but they are not always drought-proof just because their common relations include the garden sage.

Forms of *Salvia microphylla* are probably my favourites, especially the bigger and redder *Newby Hall*. Plant hunter James Compton has brought a new variety and promiscuity to the family recently and is responsible for several pinks, huffs and improved reds.



through larger neighbours in a potted crowd and its pale flowers are more pleasing than others in the family. Cuttings are easy, but I find them easiest in the early summer when they root without delaying and wilting. I have just lost my best two specimens to carelessness after three years, but I have to reassert the claims of the ever-green forms of *Minulus*. The ultimate charmer is a lemon yellow form of *aurantiacus* which is starting to go the rounds after arriving from Californian gardens. The ordinary orange variety is also

excellent, as is a rare white. Unlike their cousins, these *Minulus* do not need damp and shade. They are amazingly free-flowering, but whitefly did account for my pride and joys last summer and plainly need watching.

These 10 or more hardly scratch the surface of the potting possibilities which even half-hearted gardeners are starting to enjoy, provided that they do not mind paying £3 or more for plants which root like weeds from cuttings.

Among the best suppliers are Hopleys of Much Hadham, Hertfordshire, and the Hileys of 25 Little Woodcote Estate, Wallington, Surrey, open usually from Wednesday to Saturday and within reach of the M25. Both nurseries exhibit regularly and will be prominent at Hampton Court.

These plants leave shocking pink petunias looking fit only for the worst sort of civic bedding. They look even more magnificent if you follow the potter's golden rule and feed them remorselessly on chemicals throughout the summer.

Gardening / Robin Lane Fox

The potters' dream top 10

HOW TO SPEND IT

Fakes are fun, but proper rocks endure

The rich and fashionable are returning to real jewellery again. Lucia van der Post detects the first attack against the faux

Real jewellery has been off the fashion menu for a while. It has been too understated, hip to keep one's wealth - should one be so lucky as to have some - under wraps.

As costume jewellery has become more diverse and more confident, it has become fashionable to flaunt fakiness, to glory in weird and wonderful designs, to enjoy ringing the changes with the mood.

Fashionable women could be flaunting faux rocks from Butler and Wilson one day, sculptural pieces by Van Peterson the next and demure pearls another.

But there are hints that real jewellery is coming back in vogue.

As prices of fakes rise ever higher, as working women's salaries begin to catch up with men's, as real jewellery again begins to represent serious value - witness the prices raised at auction for the jewels of the Duchess of Windsor and the Begum Aga Khan - there are stirrings of interest in the world of real stones.

For all who are interested in real jewellery, an exhibition of the designs of Verdura will be a must.

Fulco Santostefano della Cerdà, Duke of Verdura, was as dashing a fellow as his name implies. He was to jewellery what Chanel was to clothes and Fabergé to eggs, according to Diana Scarisbrick, a jewellery historian. A Sicilian duke of great charm, whose family's life was chronicled by Giuseppe de Lampedusa in *The Leopard*, he blew most of his inheritance on one splendid party and then set off for Paris where he met the incomparable Coco Chanel.

First, he updated the settings of the extravagant jewels she had been given by her aristocratic lovers - Bendor, Duke of Westminster and the Russian Grand Duke Dmitri.

Then he became head of jewellery design for Chanel, creating for her the enamelled Maltese cross cuffs in which she was so frequently photographed.

Like Chanel he, too, hated large stones and vulgarity. For him, real jewellery had to be intensely stylish and do more than proclaim the wealth and status of its owners.

Verdura preferred gold and coloured gems to the prevailing taste of the time which favoured platinum and huge diamonds ("mineralogy, not jewellery", he sniffed at someone who was wearing a big, solid rock).

In 1934 the new world beckoned and he went on to make his reputation in the US. Society women loved his real seashells dipped in gold and rimmed with precious and semi-precious stones. They loved the *panache* of his looped and twisted ropes of gold and semi-precious stones, his big, chunky beads, his animal and flower brooches, the ruby heart pendants wrapped in a ribbon of pavé diamonds.

He loved mixing precious stones



Left: Five strand emerald bead and gold bib necklace, \$42,350



Below left: Pair of Maltese Cross bracelets, \$21,780 each. Made of bakel enamel and set with gold, coloured stones, pearls and diamonds

Below: The jewel as precious parcel, a Verdura trademark. An aquamarine wrapped in a ribbon of pavé diamonds, \$45,800

Bottom right: Verdura loved coloured stones and semi-precious jewels. These three rings feature garnets, tanzanites, citrines, amethysts and peridots. They range in price from \$8,800 for the amethyst and peridot, to \$10,500 for the garnet and citrine ring and \$21,780 for the garnet and tanzanite



Coco Chanel and the Duke of Verdura: he insisted that real jewellery had to be intensely stylish

and more humble materials. He used washed glass from the sea for necklaces as insouciantly as he used rubies and emeralds.

The women who bought Verdura's jewellery were like a secret society and they included many of the most fashionable, famous and richest women in the US and Europe.

As Ward Landrigan, the American who admired the product so much he bought the business, says: "You could say that among his fans were New York's top 400 - those on Brooke Astor's list. Old money, new money, showbiz money."

By 1972, he was beginning to feel tired and he sold his business and retired to London. The company then began to fall into obscurity, its memory kept alive by his dwindling coterie of personal followers, but in 1984 Landrigan bought the business and began the task of reintroducing the jewellery.

Landrigan had loved jewellery all his life, worked for Sotheby's, knew the jewellery world inside and out and believed that women were looking for pieces that were hugely

stylish, with a design and workmanship that excited them.

"I noticed when I was selling estate jewellery that many of the women were not looking for expensive jewellery. They were looking for chic and stylish jewellery."

They were ready, he concluded, for Verdura. "Verdura understood that a jewel should enhance the wearer, not compete with her. I guess he learned a lot from Chanel in his eight years of working with her. He knew that jewellery was the ultimate accessory," says Landrigan. "Verdura has never been about big stones - it's about style, it doesn't date and 85 per cent of it is eminently wearable."

Some of Verdura's pieces are a double-bluff in the faux-real game - they look faux so that women can wear them out safely but they are, in fact, real.

Several of the pieces are exceedingly ingenious. A necklace might have a detachable grand pendant so

that it could be worn plain by day and have the pendant attached for grand evening occasions. Others have tassels that detach to become earrings or brooches.

It is 10 years since Landrigan bought the name and the workshop, 10 years since he started re-issuing the jewellery and exploring the archive drawings for new pieces.

The jewellery is all made in exactly the same way. Many of the same jewellers that Verdura used were coaxed out of retirement and he has the same commitment to quality that marked Verdura's reign.

In those 10 years, the Verdura fan club has been growing again. Harry Fane, who specialises in fine jewellery and *objets d'art*, most particularly those made by Cartier in the 1920s, was immediately taken with the designs.

He declared them "elegant, yet daring and bold" and held an exhibition for them in his tiny upstairs gallery in Duke Street.

Thoroughly eclectic trio

Lucia van der Post travels hopefully to three out-of-the-way, out-of-the-ordinary shops and finds they are well worth the trek

Joss Graham is a man with an interesting eye that on the whole finds its way to the Orient and comes back with rugs and textiles. This time, however, in partnership with Gordon Reece, he is holding a selling exhibition of arts from southern India. Anyone who has been there knows the Indian gift for decoration, for colour and pattern.

What Joss Graham will be selling are splendid examples of the genre. From antique woodcarvings to stenils such as bowls, spoons, boxes and lamps; from block printed cotton bedspreads to toys and charcoal panels, the choice will be wide and eclectic. Perhaps some of the most interesting pieces will be found among the architectural elements - look out for ornate doors, ceiling panels, brackets, decorative shelving and arches.

There will, of course, be the obligatory saris but these are old ones from temples, as well as embroidered textiles from the Banjara gypsies. Alto-



gether an exhibition well worth going to for anybody interested in Indian arts and crafts. It runs from now until June 29. While you are there it is also worth looking at the huge Vietnamese pots (above)

that Graham is going to stock on a regular basis. They are richly glazed in an array of colours - from turquoise blue, sage green, mustard yellow, sand and beige - and would make beautiful jardinières.

Prices from £12.50 for the smallest to £850 for the large and/or rare. Many are contemporary but some old. Joss Graham Oriental Textile is at 10 Eccleston Street, London, SW1W 8LT. Tel: 0171-730 4370.



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Those looking for decorative antiques might like to know about the shop that Michael Reeves, a well-respected interior designer, has just opened behind Brompton Cross at 33 Mossop Street, London, SW3 (left).

It is an eclectic mixture, ranging from a slightly kitsch Venetian mirror (wonderfully embellished with blue dancing ladies) to some exquisitely made antique rice containers. His decorating eye is clearly drawn to items with a bit of drama - he likes size and grandeur which can be seen in the huge vases and splendid mirrors.

If he does not find the drama, he adds it - taking French chairs and upholstering them in magenta or fawn zebra stripes or leopard spots. Chests he lacquers in brilliant peacock blue or Chinese yellow.

He also offers smaller things on a regular basis - raffia portfolios at £30, tortoise shell knick-knacks such as a magnifying glass at £35, a Chinese graffiti box at £120.

Chinese porcelain starts at £50, as well as lacquered eggs in beautiful copper and gold colours at £52 each.

His taste obviously touched a nerve with the press for by the end of the opening two days he had sold half his stock. This included selling a beautiful 1920s Venetian mirror to me (in the interests of domestic peace, I am not revealing its price but it seemed good value). More of the upholstered chairs, which were the big success at the opening sale, are coming in soon.



Another small, recently opened shop is Romanesque in Highgate, north London. It specialises in furniture, all of which is hand-painted by the owner Danielle Romer, who has trained and practised as an artist. Her work ranges from paint effects (such as a gilded and distressed effect used on a dresser) to *trompe-l'oeil* birds, vases and shells on a cupboard. Always available to order are the cupboards, coffee tables, bedside tables, dressers, corner


cabinets and the Lilly bed. Prices range from £375 for the coffee table to £2,300 for the large gilded and distressed dresser (photographed above). Not all the painting will be to everybody's taste but there is a great variation of styles and colours and in addition to hand-painted pieces, Romer will make or decorate pieces to special commission. Romanesque is at 258 Archway Road, Highgate, London, N6 5AX. Tel: 0181-245 9414.

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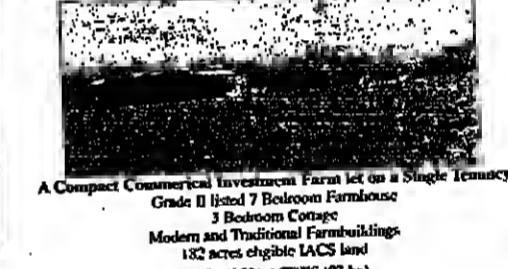
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سكنا من الاجل

SPORT

As the European soccer championship kicks off today at Wembley, FT writers have a hot debate over who will win

How to study the form and win

Michael Thompson-Noel knows a lot about gambling, and Simon Kuper knows a lot about football. This week, the two exchanged views on Euro 96 - the form and the betting odds - in an encounter pitching coolness and flair against phlegmatic practicality. However, things took an odd turn...

Michael Thompson-Noel: I am not going to shilly-shally, Simon. To open my Euro 96 campaign I will visit a bookmaker this morning and bet £400 on Germany, who are favourites to win the tournament at 4-1. I will also have a saver on second favourites Italy: £150 to win the title, at 5-1. I am not much interested in betting on individual matches or groups, so I will leave that to the so-called form experts. You can squander a lot of money if you don't control your bets. But Germany and Italy, that's pretty cool. Tell me you're impressed. Simon Kuper: I am. You are taking a leaf out of my book and supporting teams that may actually win. A saver as well? Harly cavalier or cool. But you are betting on the wrong thing. It's much easier to predict who will win a group or a game than who'll win the whole thing, and the odds are no worse. This time it is particularly hard to pick winners. In the past the European championship has often been won by outsiders: Denmark, Holland, Czechoslovakia. But now there are 16 teams rather than eight, and the longer tournament should help the favourites. Yet, I still think the outsiders are being under-rated. I'd have £20 each-way on the Czech Republic at 66-1, and maybe £2 each-way on Turkey at 100-1. And Romania are too generously quoted at 18-1. I'd bet £20 each-way on them. You only need to succeed with one of those each-way to be very happy. With each-way soccer bets you get half the odds for your place bet if your team reaches the final. So £2 each-way on Turkey at 100-1 would yield £500 in winnings (£2 x 100 + £2 x 50) if Turkey win the title, and a profit of £98 (£2 x 50 - £2) if they were the losing finalists. MT-N: There is a speck of wisdom in what you say, but I can pick my



own outsiders, thank you. We will come to them in a minute. Let us stick for a moment with my contention that too many individual bets is not a good idea. Here is the reason: all UK betting is heavily taxed. Bookmakers impose a total levy of 9 per cent, either on the initial stake or on the stake plus winnings. The choice is the punter's. It doesn't greatly matter which option he chooses. But the impact of this still-penal surcharge - it used to be 10 per cent - weighs most heavily on punters who churn over too many bets. Fortune favours bold, incisive betting - not mucking about. Anyway, among professional bettors, each-way betting is considered a bit floppy hat-like: strictly for amateurs. I won't bore you with the maths. But at least you agree with me on Germany and Italy. Think both will make the final? SK: No. That would be a little too neat. As I told you, the European championship offers a bit of scope for outsiders that the soccer World Cup doesn't. Particularly for each-way bets, if you don't mind my saying so. Another thing to bear in mind, Mike, is that form going back

decades is very important in football. Thus Spain are absurdly over-rated at 7-1, because historically they disappoint. You have to read up before you bet, you know. And France are unattractively quoted at 9-1. As a team they are no better than Romania. MT-N: Oh sure. Swot, swot, swot. What is this Harvard Yard? As it happens, I particularly like Germany because I read in some book - this may have passed you by - that the number of goals scored in the finals of the European championship has been declining, from an average of 2.73 recurring per game in 1984 to 2.26 recurring in 1992. Yet Germany have this tradition - form going back decades - of banging the ball in the back of the net. Three of the nine leading all-time Euro-scorers were (or are) Germans: Muller, Voller, Klinsman. And one was even Spanish - Santillana, I recall - though I agree that Spain are over-rated at 7-1. But I am intrigued by your outsiders. You've been waving your hat-pin, Turkey? Romania? The Czech Republic? Really, really crazy. What form-book have you got? SK: History shows that almost anyone can reach the final of the European championship, Romania have been near enough to glory in both the European championship and the World Cup to make 18-1 a tiny bit generous. The lottery element means that the top teams' odds are too cramped: Germany at 4-1, Italy and Holland at 5-1. I'd prefer to put £50 each-way on England at 6-1. Bets by English fans no longer cramp England's price the way they used to, as local supporters have been bitten too often in recent years. Yet the last time England lost at home to a European side was in 1991. History, you know. MT-N: I was waiting for you to men-



Klinemann: everyone sees Germany as a good bet

tion England. Call it my little trap. Someone must be backing them, or they wouldn't be fourth favourites. It is my belief that England will stumble into the quarter-finals and then be squashed. This may produce a riot. Certainly there will be breakages. However, if little people like you - not you necessarily, but people like you; there must be thousands - fritter away money on England, people like me can win more on Germany and Italy. I won't ask what you like about England. I'll just mention my outsiders. Over the years I've lost fortunes on Russia. This time I would happily support them at 16-1 if they were not in Group C with Italy, Germany and the Czech Republic. Group C will be too tough for Russia. In fact, the only outsiders I'm

interested in at this early stage are Bulgaria, on whom I'll stake £30 at 18-1. Bulgaria are in Group B. With any luck, Germany, Italy and Bulgaria will all reach the semi-finals. Funky, or what? SK: Bulgaria are a good, safe, sound bet, particularly by your standards. MT-N: How about Holland, who are joint second favourites at 5-1? You know more about Dutch football than the Dutch coach, or so we might imagine. Yet you almost haven't mentioned them. SK: The Dutch team have been aptly characterised as "a too gentle bunch of ideal sons-in-law". In other words, sadly, they are losers. MT-N: Portugal, at 10-1? They are an unavoury-looking bunch, yet the squad is said to contain some of the best players Portugal have had

since the 1980s. SK: Lovely players, I'm sure. Never won anything, History. MT-N: Croatia? At 12-1 they are 8th in the betting. SK: No defence, no depth. When Croatia are good they are very, very good. But teams that win tournaments are those that are hard to beat even when they play badly. MT-N: To summarise, then: we both like Germany and Italy, though you don't like their prices. I plan to bet aggressively on Germany with a saver - for now on Italy and a small wager on Bulgaria. But this is only the start. Once the quarter-finalists emerge, I'll review my position. I have large sums ready. You, in the meantime, are happy to contemplate rank outsiders such as Turkey and the

Czech Republic, and are soft on Romania. You have also been kind about England. Something weird has happened here, I am supposed to be Mr Flat, yet my selections seem strikingly tame. You, on the other hand, with all your knowledge and sangfroid, have sounded almost frivolous. I'll tell you what: let's have a private bet of £100. We'll each start with £100 on paper, and make any bets we like: individual games, groups, the overall title, top goalscorer - whatever. The one with the largest paper profit (or smallest loss) at the end of Euro 96 collects £100 in real money - cash, if you don't mind - from the other one. Do you imagine you could handle that? SK: Yes, and I hope you do better than you did in the 1984 World Cup.

Fifteen years ago this week, Sebastian Coe ran what is generally recognised as one of the best athletics records in the book - 1 min 41.73 sec for the 800 metres. Its durability in a sport where professionalisation, among other things, has helped push back the boundaries, is testimony enough to its worth. Most of the men's world records in Olympic events date from the last two years. The only comparable record, that of Pietro Mennea, 19.72 sec for 200

metres in Mexico City, which has lasted two years longer, had the immeasurable advantage of being set at altitude, where the thinner air affords less resistance, and is a positive aid to the "explosive" events, like sprinting. But Mennea's record has

been under threat for several years, with the rivalry of current Olympic champion Mike Marsh (19.73 sec in Barcelona 1992) and Michael Johnson (19.79 sec, in 1992 and last year) likely to result in its demise at either the US Olympic Trials next week, or at the Games themselves next month, both in Atlanta. Coe's record, in contrast, has not been approached for more than a decade, not since Joaquim Cruz of Brazil, then Olympic champion, ran a tantalising 1.41.77 in Cologne in August 1984. Since, no one has remotely approached 1 min 42 sec, and no one had run under 1 min 43 sec for three years until world champion Yevgeny Lopyrev did so last year. Even then, the Kenyan-born Dane's 1.42.87 was still more than a second shy of Coe's mark. Added to the kudos of being the only repeat winner in history of the Olympic 1,500 metres title, the record is a worthy memory for Coe as he graduates from the rough and tumble of the running track to the bear pit of the British parliament. Coe remembers the record evening with pride, and no small degree of amusement for the unusual circumstances of its setting - of which more later. At least one of his competitors at that warm evening in Florence remembers it with awe: just how could anyone

run away from him so fast and so far in a race of just two laps? A few, however, recall it with a disturbing degree of doubt, pointing to the absence of photo-finish verification. Earlier in the evening, Carl Lewis had won the 100 metres in what was originally announced as 9.92, which would have been a world record at the time. Lewis took at least two laps of honour, with the crowd of up to 10,000 cheering wildly before some doubts began to sprout in the time, which flashes up on stadium scoreboards and, now simultaneously, on your television screens at the end of races comes from photo-electric calls at the finish lines linked to the starting gun. But the ultimate arbiter is the photo-finish, on which a series of gradations, now down to one thousandth of a second, provides unerring visual proof of the time. As Coe began his race, at 11pm in the Stadio Comunale, the officials got the photo-finish of Lewis's race. They might have paused to watch Billy Konchellah of Kenya, who went on to become a double world champion in the event, as he paced Coe through one of the fastest first laps ever - 49.7 sec. But sometimes before Coe finished, an extraordinary 40 metres ahead of the second



Coe in his prime: the only repeat winner of the Olympic 1500 metres title

man Dragan Zivotic of Yugoslavia (1.47.41). Lewis's official time of 10.13 sec was displayed on the scoreboard. Coe recalls his confusion: "I knew I'd run damned fast, but as I came through the line, I couldn't figure out why 10,000 Italians were booing me." Maeve Kyle, who with Sean, her husband, has formed one of the most stalwart athletic partnerships in Irish/British athletics, was the team manager that night. "It was a fantastic night. Seb asked me to hold his stopwatch, and call out the lap time. Well, honestly, I thought I'd misread the watch, my stomach still turns over when I think of it. I thought I'd pressed the wrong button, it was that fast. "But I do recall, Seb was in total control that night, and I've only ever seen that in an athlete three or four times in my life." According to the International Amateur Athletic Federation report: "The photo-finish equipment failed to function properly, and the time was determined by analysis of three photo-cells, positioned at three heights at the finish." In spite of theoretically requiring photo-finish verification for a world record, the IAAF accepted this evidence, backed by the manual stopwatch times of 1.41.6, 1.41.6 and 1.41.7. Nonetheless, Dave Cockledge, a prominent British statistician, questions the validity of Coe's time: "Was it Coe's watch that broke the beam, as required by the IAAF rules, or did a knee or hand sweep through first... [and] in view of the discrepancy of the photo-finish and the photo-cell times in the 100 metres, just how reliable were those times?" Cockledge admits that the hand times are proof of a superbly active performance, "almost certainly inside 1.41.5".

But he maintains that this is unfair to Cruz, whose 1.41.77 is in no doubt. Lewis's manager, Joe Douglas, also feels, "on the whole, I think you have to say that Joaquim has run the faster time". However, other statisticians disagree with Cockledge. Mel Watmen, editor of Athletics Weekly, the British magazine, for more than 20 years, says: "These doubts are not sufficient to invalidate what to me is a genuine record." Stan Greenberg, an equally long-serving BBC statistician, takes a different tangent: "For me, this is a political thing. The country, indeed the whole world, was either pro-Coe and anti-Steve Ovett, or vice versa in their heyday. Dave Cockledge was definitely in the Ovett camp. "It is a bit unfair on Cruz. After all, four-hundredths of a second difference is what, a fingertip? He should probably be credited with the same time as Coe. But, if you take the hand times, you could say that Coe ran even faster, 1.41.6." Cruz's manual time, incidentally, was also 1.41.6. Coe kept that \$10 plastic stopwatch with his record time on it that Maeve Kyle had held for him "until the batteries gave out about a year later", he said last week. Whatever the doubts - and Cockledge has a final dig: "Don't forget this happened in Italy, a country where top-ranking officials fatisfied a long jump performance at the 1987 World Championships in Rome" - the record books are clear. Coe is, and seems likely to remain, world record holder for some time.

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The river was swollen by melting snow but it looked shallow enough to be forded, so I dipped the Nissan Terrano II's snout slowly into the fast-flowing water. In low-range second gear, with the turbo-diesel mattering softly, the chunky 4x4 waded axle-deep towards dry land 165ft (50 metres) distant. Safety across. I headed up a rough track, winding and turning through bleak moorland, surprisingly carpeted here and there with masses of tiny daffodils and cowslips. As I climbed steadily towards the distant, glistening peaks, the track became a muddy quagmire in places, but the Terrano II bucked and bounced its unstoppable way through. At around 10,000ft (3,000 metres), I paused. The view was breathtaking: a broad sweep of the Pyrenees, dappled by sun and cloud, utterly remote from traffic jams, atmospheric pollution and all the other nasties of 20th century civilisation. For most people who buy these vehicles, off-roading in the genuine, wild blue yonder

is in the realm of fantasy. But this was reality, a rare opportunity to see how good an off-road vehicle can be when it is doing what it was built for and not just serving as a tar-mac-bound, lifestyle accessory. Nissan and Ford developed jointly - and are manufacturing in Spain - both the Terrano II and the Maverick. They have just had a mid-life facelift, three years after their launch. Instead of being virtually identical twins, they now have distinctively different front ends. Mechanically, they do not vary significantly, although this does not mean nothing has changed. The 2.7-litre, turbo-diesel engine now has an inter-cooler and electronic control of the fuel system. As a result, it produces 25 per cent more horsepower and torque (pulling power), and is quieter and cleaner to meet the European Union's tougher 1997

Motoring / Stuart Marshall

Off road in the mountains

Nissan's hot hatch, the Almera GTi 3-door

noise and emission standards. A petrol 2.4-litre continues to be offered but, for this kind of vehicle, a muscular turbo-diesel is the better bet. On-road, it reduces fuel consumption substantially, off-road, it pulls harder than the petrol engine at low revolutions. This improves traction and makes wheelspin less likely on slippery upgrades; and the drag of its higher compression ratio holds progress nicely in check on the steepest down-

grades. The Terrano II comes in five versions with both short (three-door) and long (five-door) wheelbase, while trim and equipment levels should suit most tastes and pockets. The new three-door is more comfortable to drive on-road. Young, sports-minded buyers will go for the three-door which is comfortable to drive on-road, resilient, and not in the least rough and ready on what you might call Land Rover terrain. Families will find the five-door, with up to seven seats, quite an attractive alternative to a conventional estate car. All the controls are light, while the interior is stylish and remains agreeably tranquil when cruising at motorway speeds. British sales start on July 1. Prices will range from £15,995 for a three-door 2.7 TDi S to £22,495 (2.7 TDi SE five-door Touring). Long wheelbase five-door prices begin at £19,495 (2.4-litre petrol) and £20,495 (turbo-diesel). After trying the Terrano II, I spent a couple of enjoyable hours in the foothills in the latest version of the Nissan Almera, the three-door GTi which also goes on sale next month. This has a 143-horsepower, 2.0-litre engine, as used in the Primera GT and (plus a turbo-charger) 200SX sports coupé. It is a different animal entirely

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SPORT

... while colleagues John Perlman and Peter Aspden pick eight players who can disturb the best-laid bets



Edgar Davids, Holland

While others like Dennis Bergkamp and Clarence Seedorf may play the lyrical solos that make Holland on song so sweetly musical, Davids is the drummer that gives an intricate tune its muscle, rhythm and shape. Playing in a deep midfield role just in front of the back three, Davids runs tirelessly and tackles decisively. Those qualities allow defenders like Danny Blind to push forward out of the back three, a critical component of Holland's patient deliberate style which depends on fluid unexpected movement into attacking positions for its thrust. But Davids, 23, is not just a midfield anchor. He is a quick-footed dribbler and an excellent passer of the ball, and the pace and timing of his dangerous runs from deep make him difficult to mark. When the Dutch score, do not be surprised if Davids has been part of the build-up. Davids joined Ajax as a kid and made the first team at 18, but it has taken longer for Holland to recognise his worth. But in a vital Euro 96 qualifying match against Norway last November, Davids came on with the score 0-0, created a goal for Seedorf within minutes and was a key figure in Holland's 3-0 win.



Fernando Hierro, Spain

The list of "huts" alongside the name of Spain in any consideration of possible tournament winners is topped by "lack of reliable goalscorer". Spain's 25 goals in a generally impressive qualifying campaign were shared between 14 players. Real Madrid's Hierro was top marksman with four, two of them penalties. With no obvious candidate for striker-in-chief, Spain will depend more heavily on midfield for attacking options than any other team. Coach Javier Clemente is likely to rely on a single target man upfront, who will hold the ball up for a mobile five-man midfield built around the combative Hierro. A tough tackler who has played in the centre of defence, Hierro will hang back to provide the main mast around which more extravagant talents like Caminero and Guerrero can unfurl. But while his thrusts forward will be less frequent, they may be the most telling. He is extremely powerful in the air, packs a thumping shot from distance and has scored some memorable goals for Real Madrid from freekicks. Hierro, 27, has been capped 41 times - scoring 11 goals for his country - and after striker Julio Salinas, is the most experienced outfield player in the team.



Davor Suker, Croatia

With the shop window lights on bright and trading hours extended, star players in big tournaments like Euro 96 can find agents in hotel corridors more difficult to deal with than man-to-man marking in a crowded midfield. But Suker, overall leading goalscorer in the qualifying rounds with 12 and a prize indeed, has already been signed by Real Madrid for £3m and will not have anything to take his mind off the prize. Not that the 23-year-old Croatian's remarkable scoring record suggests anything other than single-mindedness. His headed goal against the Republic of Ireland last weekend was his 18th in 19 games for his country. Two of those strikes stunned a capacity crowd in Palermo as a 2-1 win over Italy in the qualifiers declared that Croatia and Suker had arrived. Like the rest of his team, he takes the field with the immense expectations of a country that sees the resurgence of its football as symbolic of a greater rebirth. But Suker seems determined to harness that as a positive force. "For us it really is an honour to be representing our country," he told World Soccer magazine. "I'd say that will be the big difference between Croatia and the rest."



Youri Djorkaeff, France

Comparisons with Eric Cantona will be inevitable, but France's No 1 hitman regards them as irrelevant. With a strike rate of 10 goals in 16 internationals Djorkaeff can refer anyone seeking an explanation to the records. Djorkaeff's combative response to the "why no Cantona" walls may owe something to the fact that he has had to wait for his chance. A late developer at 28, he had muddled through his career with a succession of modest clubs. But a season studying alongside Jurgen Klinsmann at Monaco was followed by a move to Paris St Germain, where he blossomed in a team that expected him to take chances and not just make them. Mehmet Scholl is a midfielder of brilliant technique and touch, but he has played just six times for Germany. An excellent season for Bayern Munich has got him on to the substitute's bench, but there are still some who doubt his temperament. But he has a reputation for doing the real business when it matters. Scholl scored in the quarters and semi-finals of Bayern's successful Uefa Cup run, and added two more in the final against Borussia Dortmund. And while Scholl probably will not start Germany's first game, he could be a key figure who the coach is forced to turn to plan B.



Mehmet Scholl, Germany

Looking ahead to Manchester United's campaign in Europe, Alex Ferguson has identified a ball-playing central defender as one of his paramount needs. On June 16, when Russia play Germany in Manchester, the United boss will have a chance to see how Victor Onopko takes to the grass at Old Trafford. Strikers' names come over loudest in the headline screech, but in the more earnest discussion about what's needed to win major international tournaments one point is stressed: that effective attack is built from the back, by defenders capable of keeping possession and carrying the ball forward themselves. Onopko, 26, is regarded as one of the best at that in the business, although coach Oleg Romanov is just as happy using him in midfield. English fans got a sharp taste of his brand of defence as a form of attack when Spartak Moscow dismantled Blackburn Rovers in the opening rounds of the Champions League. Onopko has since moved on to Real Oviedo in Spain. But the Russian defence is still built around a Spartak core of Onopko, the stylish Yuri Nikiforov and Sergei Gorukovich, who have 100 caps between them. More than 10 are Onopko's and his experience and authority are crucial.



Victor Onopko, Russia

One for the football romantic. The young Fiorentina midfielder is one of the most exciting players to watch on the ball in Europe. Portugal have an impressive attacking side, and much will depend on the slim, 24-year-old who pulls the strings. Rui Costa has had an excellent season in Italy, sparking off Fiorentina's challenge to Milan at the top of Serie A which only faded in the last few weeks of the season. Gabriel Batistuta may have scored the goals, but he would be the first to acknowledge the vision and quality of passing from his Portuguese team-mate. Costa in full flow is a thrilling, high-risk player, full of invention and always gambling to thread the ball through seemingly impossible gaps rather than playing a percentage game. He is also an old-fashioned dribbler, wanting to commit defenders from deep. Because of this, he often loses the ball, but his "minder" Paulo Sousa, another Italian export who has played indifferently for Juventus this year, makes sure there is sufficient cover when a move breaks down. The only question mark surrounding Costa regards his fitness. But if he and Sousa can establish midfield dominance, Portugal could go all the way.



Rui Costa, Portugal

It might seem strange to pick a player who will almost certainly be missing from his country's opening line-up, but this has been an extraordinary season for the young Sampdoria striker. His 22 goals from just 27 league games last season came from all directions: stonks runs and long shots from both feet, unlikely angles, headers. Chiesa simply did not look as if he would ever miss the target. Little wonder that he has been chosen for the Italian squad at the expense of Beppe Signori, top scorer in Serie A for three consecutive seasons, and Roberto Baggio. The big question is whether he can translate that form to the international arena. Italy's manager Arrigo Sacchi will probably prefer to start with the more workmanlike Juventus centre-forward Fabrizio Ravanello, supported by the subtler skills of Alessandro Del Piero or Gianfranco Zola. But Italy have found it hard to score goals recently and, unless the starting line-up hits form from the start, Chiesa will doubtless make his entrance at some point. For those who make comparisons, remember how hard it was for Italy to score in the 1990 World Cup - until virtual unknown Totò Schillaci made his presence felt.



Enrico Chiesa, Italy

At Oakland Hills in 1924 the US Open was won by an Englishman renowned for his powers of concentration and slow play. Next week, the second of golf's four major championships returns to this course situated in the suburbs of Detroit and the favourite is... well, an Englishman whose concentration is something to behold but who also has been known to take an age or two over his shots. Nick Faldo so badly wants to win this title, one of the few onus in an otherwise impeccable curriculum vitae, that he refers to it as "my little obsession". A little obsession will not hurt, either. The characteristics of US Open golf are such that it is surprising that Faldo has not won it. At Augusta a player has to master the greens; at the Open the variables of wind and bounce are prerequisites.

Golf / Derek Lawrenson

Faldo's US Open obsession

at the US Open it is the ability to hit the ball with unerring accuracy that is paramount. No blueprint for winning this title was more succinct than that offered by the performance of the Swede Annika Sorenstam in successfully defending the women's version last week. Sorenstam hit 61 of 56 fairways, an extraordinary exhibition of straight hitting that may never have been bettered by man or woman. Given such foundations, it was no shock that she went on to win the title with room to spare. If there is a male equivalent of Sorenstam it would have to be

Faldo. Time and again, the NBC analyst Johnny Miller, a former US Open champion, compiled the list of reasons for this has been the xenophobic attitude of the US Golf Association, which has had a policy, for much of the period, of excluding all but a select handful of overseas players. Happily that is less the case these days and, in addition to Faldo, Colin Montgomerie has every reason to believe that he can end this 26-year sequence. The Scot makes no secret of the fact that this is his favourite week of the year. He is the straightest driver of the ball in the game. Two years ago he lost in an 18-hole

play-off to Ernie Els and two years before that, was third. Oakland Hills was labelled the monster by Ben Hogan in 1951, who nevertheless, tamed it with a last round 87 to win the US Open. It was widely acknowledged as the finest round of his career. The course has been softened since then, with some of the unfair elements that so maddened the players that year removed. It is now an archetypal US Open venue. The fairways are punishingly narrow and any errant drive will leave a player lucky to reach the green with his approach. All four par threes are around

the 200-yard mark and there are only two par fives. The succession of long par fours is relentless and storms in the Detroit area this week will doubtless mean it will play every inch of its 7,000 yards. The last three important golf occasions have been won by an Australian (Steve Elkington, the USPGA), Europe (the Ryder Cup) and Faldo, so the Americans will be particularly keen to ensure their national Open remains at home. The defending champion, Corey Pavin, has every chance of emulating Sorenstam's achievement, while many believe that Phil Mick-

elson, the talented left-hander, is now ready to win his first major. Tom Watson should not be discounted either, following his remarkable first success for nine years last week at the Memorial tournament. Mark O'Meara is worth keeping an eye on as well. This US Open will also mark the last outing in the event for Jack Nicklaus, who will be making his 40th consecutive appearance. Nicklaus, indeed, has played to every major championship dating back to 1962, a feat of longevity that will surely never be equalled, rather like his record of 18 major victories. Nicklaus is also the last man to win the first two major championships of the year, back in 1972. Another omen, perhaps, for the player who most resembles him in the modern game, as he seeks to conquer his "little obsession".

Tennis / John Barrett

Tribute to positive thinking

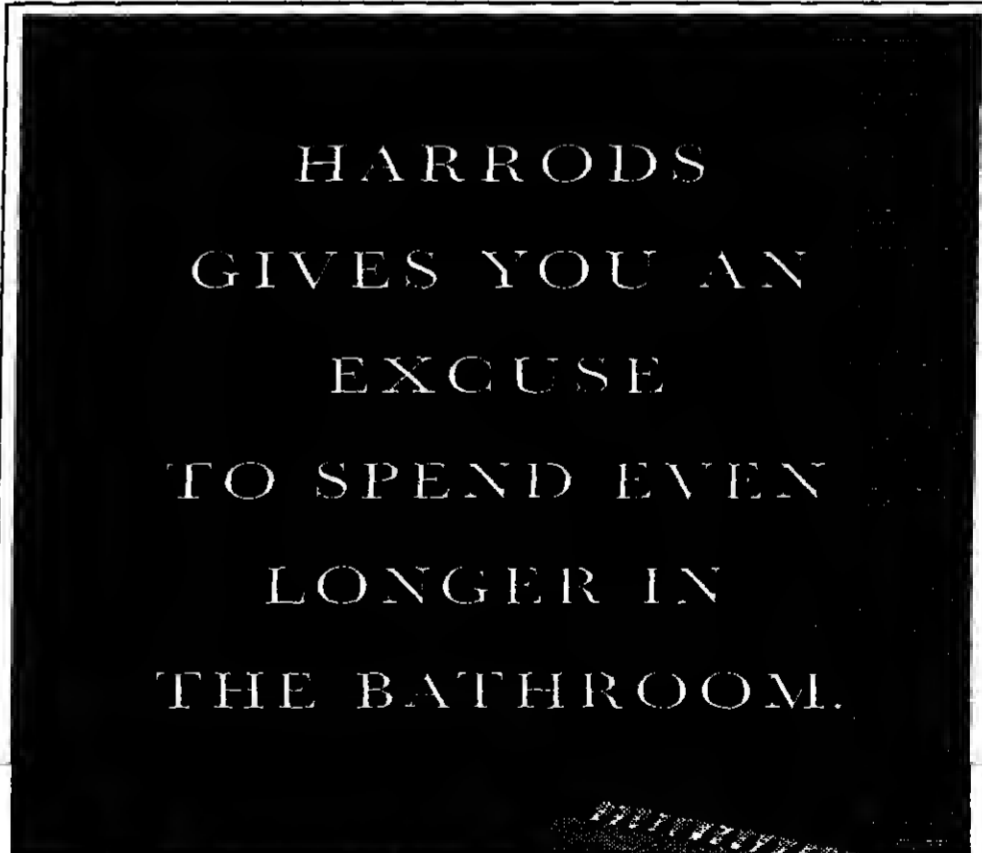
The 1996 French Open, with FFf53.5m (£6.86m) in prize money, the second richest championship in the world, will end in a blaze of glory at the Stade Roland Garros this weekend with faith restored in positive, attacking tennis. Perhaps the most interesting aspect of these championships has been the decision of the French Tennis Federation to use a smaller, faster tennis ball than the one used last year. That has been responsible for most of the surprises these past two weeks, especially in the men's draw where all the clay court specialists were eliminated by the power brokers before the quarter-finals. Last year's winner Thomas Muster, two-time champion Sergi Bruguera, last year's semi-finalist Alberto Costa and the 1996 finalist Michael Chang all fell early while another double champion, Jim Courier, was unlucky to lose to world No 1 Pete Sampras after winning the first two sets of their heroic quarter-final. This afternoon, Steffi Graf, Germany's finest female athlete, playing in her eighth final, will be going for a fifth title against the world No 4 Arantxa Sanchez Vicario of Spain. Vicario was the youngest ever winner here in 1989 when, as a bright and bubbly 17-year-old, she unexpectedly beat Graf for the title. This is also a repeat of last year's final, won by Graf 7-5 4-6-0, and at first sight there is every reason to suppose that the 26-year-old German will repeat that feat today to claim the winner's prize of FFf3.224m. In their 34 previous meetings Graf has won 26 times and leads 10-4 in their



Steffi Graf winning at Roland Garros on Thursday

matches played on clay. Furthermore, there has been no mention of the back injury which has troubled Graf in recent months, nor of the foot which required surgery to remove loose spurs at the end of last year and delayed her return to competition until Indian Wells in March. She won that tournament, plus the Lipton Championships the following week in Key Biscayne, but then lost a marathon Fed Cup match against Kimiko Date in Tokyo that seemed to dent her confidence. A loss to 15-year-old Martina Hingis in Hamburg persuaded her to enter Berlin at the last minute for extra match practice. Five winning matches there seemed to bolster confidence. Yet there is still a

Sanchez Vicario was altogether too solid for the erratic but brilliant Jana Novotna in the semi-finals. The athletic Czech could not repeat the form that had eliminated Monica Seles in a strange quarter-final in which the joint world No 1 confessed to feeling "...scored for the first time I can remember in a match". Gunther Parche has much to answer for. If she does win today, Graf will take her tally of Grand Slam singles titles to 19, the same number won by the pre-war American star Helen Wills Moody and second only to Australia's great champion of the 1960s, Margaret Court, who won 24. The match may be decided on the quality of Graf's service. If she continues to create the momentum at the start of the rallies, as she has done successfully in winning six matches for the loss of 24 games, she will be difficult to break and Sanchez Vicario will be under increasing pressure on her own deliveries. Nor, in these fast conditions (the temperature reached 90°F degrees in the shade in Thursday's semi-finals), will the Spaniard find it easy to deploy the moonball tactics to which she was forced to resort in her quarter-final against the unseeded Slovak newcomer, Karina Habšudova, and for which she was criticised. Graf will stand too close to the baseline and take the ball too early for that to be an option. It should be another intriguing battle, although it would be unreasonable to suppose that these two great competitors will deliver a match as exciting as their 1996 Wimbledon final. If they do we are in for a real treat.



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TRAVEL

A despatch from the battle zone - southern style

On the ante-bellum trail: Nick Haslam meets the survivors of 'the recent unpleasantness' - the American Civil War

People have long memories in America's Deep South. In the university town of Athens, Georgia, my guide, Muriel Pritchett, dwelt lovingly on the architectural features of the pre-Civil War era. "Of course, the ante-bellum period was one of great wealth," she said. "But we are only just getting over the northern aggression."

Mystified, I racked my brain for some recent conflict. Could it be the Korean or even the cold war? "Athens was spared," she continued, "because Sherman went west of here, on his march to the sea."

All was suddenly clear. I had just begun a three-day trip, organised by the State of Georgia Tourist Board, down the ante-bellum trail: a tour of the towns and villages of Georgia which date back to the period before the American Civil War.

On a warm spring morning, we were in the garden of the Taylor Grady House, an elegant Greek revival mansion built in 1834, with 13 huge Doric columns, lofty sash windows and wide veranda. Its graceful symmetry embodied the affluence and stability built on the cotton boom and slave labour, and swept away by the south's crushing defeat in the Civil War.

Georgia was particularly hard hit when General Sherman and his Yankee troops wreaked awful vengeance on the Confederates, burning Atlanta to the ground in 1864 before driving a 30-mile wide corridor of destruction through the heart of the state on his way to the sea.

Muriel showed me around the Taylor house which, with slave cab-

ins tucked away at the back, had four rooms per floor divided by a grand central staircase. These wide drawing rooms, with windows overlooking trim lawns, would have been the hub of the glittering social whirl of the affluent Athens in the 1840s and 1850s.

The ante-bellum furnishings were still there: the swooning couches where young southern belles, overcome by heat and constricting corsets, could gently subside. Even the fireplaces, for Georgian winters can be cold, were flanked by curious

'First we had the war, then the boll weevil came and then the Depression'

screens. These, Muriel said, were literally face-savers, and would prevent the heat of the fire from making the elaborately wax-based make-up of the time.

Athens, happily, escaped the northerners' ministrations but Madison, 40 miles south, suffered considerable damage as the Yankee army swept through. According to a guidebook of the 1860s, the town was "the most cultured and aristocratic stopping place on the stage route from Charleston to New Orleans". Laid out in a grid pattern in 1809, Madison seemed remarkably intact as I drove down the main

street, which was lined with pear trees in full blossom.

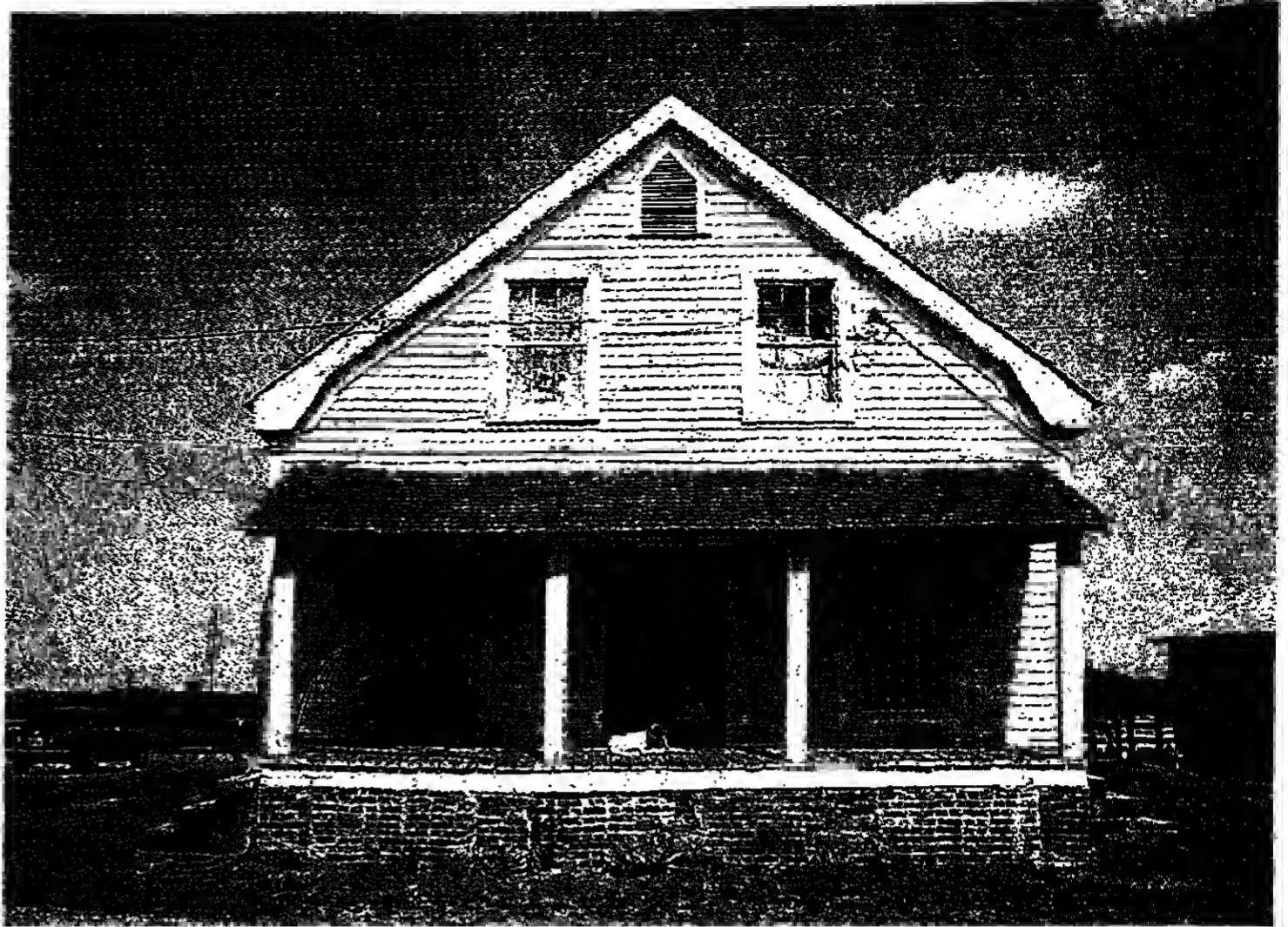
I stayed at Burnett Place, an 1830s timber house, built in the plain federal style, with porch, and shaded veranda complete with rocking chairs. The interior was painted daffodil yellow, the original colour, according to Leonard and Ruth, who owned the house.

"We excavated through the layers of paint and wallpaper and found this," said Leonard. "I thought it might be difficult to live with but we have survived so far."

We strolled that evening down to the railway. Railroads brought prosperity to the town in the mid-19th century, taking cotton to the sea. But during the Civil War, they took wounded Confederate soldiers away from the fighting. But by the time they reached Madison, many had already died, and their bodies were bundled out of the trains and buried. Close to the tracks was a simple graveyard of white headstones, two bearing the poignant inscription: "Coloured hospital attendant, name unknown."

I mentioned to Leonard my confusion over the northern aggression. "We also call it 'the recent unpleasantness'," he said with a smile. "But the Civil War had a devastating effect and was the first of a series of hard knocks for the south. First we had the war, then the boll weevil came and then the Depression."

The boll weevil that blighted cotton crops in the early 1920s finally put paid to any surviving grandeur from the ante-bellum days. The houses fell into disrepair and many



Timber memories of America's south: a house in Madison, which was hit hard by Sherman's army from the north

black, whose grandparents had been plantation slaves, left to find work in the big cities of the north.

That night, Leonard, Ruth and I, with a group of their friends, drove through the country to the Triple B restaurant which served, they said, the best catfish in the county. In a large converted barn, more than 100 people were eating at trestle tables. We ordered, and when the fish came the others folded their hands and said grace. The fish was delicious, the white flesh having just the slightest tang of fresh water ponds where the fish are reared. I heard music and when we had finished followed Leonard to a side room where a father-and-son duo were singing gospel music.

After a couple of songs, the older man acknowledged applause with a "praise the Lord", then began a long eulogy to his son, accompanied with strident chords on the electric organ. "The Lord has blessed him with talent, but the best thing was at five years old he gave his soul to Jesus," he intoned. After five minutes we could take no more and left. "That kind of gospel don't sit well on catfish," said Ruth. I agreed.

Milledgeville, 30 miles down the road and Georgia's state capital dur-

ing the Civil War, was occupied by Sherman's troops in 1864. They burned a few houses, blew up the arsenal, stabled their horses in places of worship, and poured molasses into the organ of St Stephen's Church.

In the stately Greek revival Old Governor's Mansion, local historian Betty Snyder pointed disapprovingly to the bedroom where Sherman spent the night before heading on to the coast. Her grandmother had, as a girl, nearly starved in the famine that followed the war and had survived by selling salt she and her mother gleaned by sifting earth

from beneath the smokehouses of the big plantation homes. As I left, I asked the question that had been on the tip of my tongue for days - wasn't it time to forget, after so long? "I reckon so," said Betty, smiling. "The south is booming again and so many northerners are coming down here to live. I guess we can afford to be kind."

Nick Haslam travelled down the ante-bellum trail courtesy of the State of Georgia Tourist Board UK Office, 48 St Denis Road, Selly Oak, Birmingham B 29 4LR. Tel: 0121-475 4123; Fax: 0121-475 2211.

Poland's family jewels

Hugh O'Shaughnessy on the architecture heritage that embodies Poland's national spirit

This, we decided, was *Prisoner of Zendo* country with a vengeance, a region little-known in western Europe and full of mystery and surprisingly wonderful architecture and scenery.

Outside Walbrzych, one of the biggest towns in the Carpathian mountains in southern

Prague. And behind the roocco was the medieval core of an ancient castle.

Beside the keep, the caretaker pointed to the steel doors of a lift which, he said, led to tunnels carved out of the rock in the 1940s, lest Hitler needed to occupy it in a hurry. None of us would have been surprised if the ghost of Mozart or James Bond or some captive RAF officer from Colditz had materialised in the stone corridor by those doors. It would have been totally in keeping with the mood of the place.

Kiadz is used occasionally as a conference centre - a good place for an imaginative meeting off the beaten track.

Earlier, we called at a no less mysterious mansion at Pieczyc. Through the wide gateway we went, past the stone eagles, their heads and wings covered in snow, up the silent, white drive until the solid square mass of the mansion loomed above in the freezing mist, its great windows bricked up, the complicated armorial bearings over the door faded, the whole place deserted for a generation or more.

"It probably belonged to some family of German gentry before the war when this part of the world was ruled from Berlin," said Ted, adding, with Polish doggedness: "They needn't expect to get it back."

We poked about in the stillness, took a photograph or two and wondered who might eventually restore it to its former glory - perhaps one of the new industrial millionaires that modern Poland has thrown up.

Poland's heritage of historic architecture has, in one way or another, survived the blight of Russian-imposed communism. As tourism develops, the architecture and other artistic pleasures of southern Poland must become an attraction in a nation not as well endowed with attractions for the visitor as, say, the Czech Republic.

Silesia, naturally, has a particularly German feel. The Germans were forced out of the region after the second world war and it was repopulated with Poles obliged to leave their homes in the land the Soviets took over and incorporated into Ukraine. Poland, in fact, moved a couple of hundred kilometres to the west in 1945, an upheaval that the over-60s will never forget.

The country seems none the worse for the experience, although it is eerie to arrive by train in the crisscrossed, mock-medieval station in Wroclaw, formerly Breslau, and walk in a city featuring architecture that is almost wholly Germanic. The main museum is full of rooms stuffed with marvellous medieval, polichrome, wooden sculpture, mostly religious, the inspiration of which is clearly more German than Slavic. A generation or two of

taker did not need much convincing from Ted, my Polish friend, to let us in. We walked up the ornate, stone staircase and into the regally restored music room, all blue and gold with shining chandeliers, and on to the white drawing room. Here was an 18th century elegance comparable with anything of its kind in Vienna or

Prague. And behind the roocco was the medieval core of an ancient castle.

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Krakow, the heart of Poland: locals know how to appreciate art

Poles have grown up in Silesia since their grandparents and great-grandparents poured in from the east but the Teutonic atmosphere has yet to be effaced - if it ever will be.

Krakow is the heart of Poland, or at least claims to be. There is little German influence here. Once the capital, before the pesty Warsawians took over in the early 17th century, Krakow lazily, and a little snuffily, mourns the passing of its golden age.

The Krakovians, however, are safe in the knowledge that, as southerners and cosmopolitans, they alone in their country know how to live and appreciate the arts. In one or two streets in the old city, particularly St John's Street, you could imagine you were in Siena or Florence. As if to enhance the illusion, on the corner is a museum with Leonardo da Vinci's masterpiece, "A Lady with Ermine".

A walk down past the cloth halls in the centre of the main square where merchants from Muscovy and the Baltic met traders from the south.

The Wawel Hill, a complex of castles, palaces and churches in the centre of the city, is central to Poles' history. It is also vital to their image of themselves - confirmed in 1683 when King Jan Sobieski's army rescued Vienna from its siege by the Turks - as an important force in the preservation of western Christian civilisation.

The Wawel is treated with more ardour and reverence

than the British give to Windsor Castle and Westminster Abbey combined. Parties of Polish schoolchildren are constantly going through its gates and students from surrounding countries are shown how, centuries ago, Poles and their Lithuanian allies ruled all the land from the Baltic to the Black Sea.

The underlying message is that Poles may have been must have been. A horde of painters must have been paid fortunes to quit renaissance Italy for this freezing city beyond the Carpathians. They preserved a laudable objectivity in depicting the often heavy, not to say repulsive, features of the Polish monarchs and their spouses.

Tapestries were clearly commissioned by the hectare from the weavers in Brussels. King Sigismund Augustus bequeathed 350 to the state, of which 142 hang in the apartments today. They are beautiful blue compositions full of the dramatic stories of the Tower of Babel and Noah and his Ark.

Beside it on the hill is the cathedral, started by King Ladislaw the Short, where Poland's other exotically named monarchs - Casimir the Great and Sigismund the Old - lie buried in marble pomp beside Saint Stanislaus in his silver sarcophagus and General Pilsudski, the revered conqueror of the Red Army. Anyone wanting to understand the mentality of that Polish patriot par excellence, Pope Wojtyla, should visit this church. It was from here that he operated as Krakow's archbishop.

In the cold spring sun, adults snap each other while the eight- and 10-year-olds chatter and skip over the old cannons captured from old enemies and laid out on the grass for admiration. Whether they realise it or not, the children have been given their baptism in the deep, mystical waters of Polish national feeling.

pushed around over the centuries by their Russian and German neighbours but their honour is intact. After all, in 1920, the army of the newly reborn Poland became the first - and until the Afghans copied its feat - the only force to vanquish the Red Army. And the old joke remains that, at the outbreak of the second world war, Poland and Finland were the only countries that went into battle with cavalry but it was only the Poles who really expected to win.


The royal apartments in the Wawel, restored a century ago after years of use by the occupying Austrian army, display their original opulence which confirms how powerful and rich the 17th century kings

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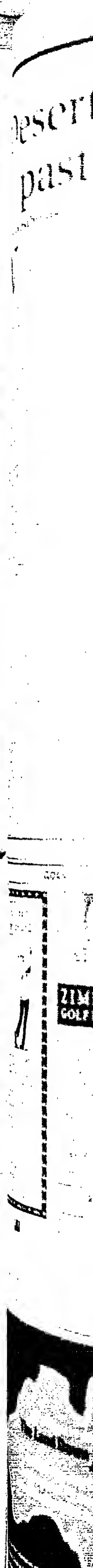
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TRAVEL

Deserted Libya - a rich past but no tourists

John Westbrooke ventures into a 'pariah nation' but finds the people welcoming

Waves lap the beach outside the Roman theatre at Sabratha. The backstage wall has been restored three storeys high, faced with 100 columns re-erected after lying for centuries on the sand. Sitting on the semi-circular rows of seats under the Mediterranean sun, we could hear a pin drop centre-stage and glimpse the blue sea beyond.

This splendid 2nd century relic is still used for occasional performances. But during the day, when it might reasonably be full of tourists, it is empty - because this is Libya, the pariah nation, and the outside world stays away.

We found the Libyans themselves welcoming. Fifty or so teenagers, taking the day off school, were on the beach talking boisterously. A few went swimming, while a motor boat took a dozen at a time on circuits of the harbour. Girls on board giggled and splashed one another.

Boys jovially approached us, saying hello, where you from, how are you, in broken English (Arabic is virtually the only language spoken) and gleefully posed for photos. The girls, more demurely, blushed and turned away from cameras but were otherwise unalarmed at our presence. Most wore headscarves, but many did not, and none was completely covered. Islam seems pervasive in Libya, but not hard-line, and women are not locked away. Some women, boasting our male guide, are paid more than men, to encourage them to stay at work.

Foreigners are a rare sight here, thanks to the embargo which forbids international airlines from flying to Libya. It dates from the downing of Pan Am 103 over Lockerbie in 1988, for which Libyans are at present blamed. Before them, Iranians and Syrians were suspected. Libya is disinclined to send the suspects abroad for trial.

So Sabratha was almost deserted. We wandered alone around the Punic pillar, the communal latrines and the superb mosaic bath-house floor that lies faded in the sunshine - I spilled a little of my precious drinking water on it, and a picture of Roman sandals and a jar of olive oil sprang back to life as vivid as when it was laid down.

If Sabratha is charming, Leptis Magna is imposing, probably the finest Roman remains in North Africa. Both towns were founded around the 6th century BC as way stations on the Phoenicians' trade routes, handling gold, ivory and slaves, and producing grain and a useful plant called siphium, now extinct, which doubled as aspirin and aphrodisiac.

They came under the sway of Carthage and, after Hannibal's defeat, of Rome. Leptis Magna struck it lucky for a while: an emperor, Septimus Severus, was born there. He did away with much of the Roman aristocracy and lavished more wealth on his home town than its economic activity could justify. Overstretched, it too fell into centuries of sleep.

It has a vast forum, full of rubble, and the biggest baths outside Rome. But its most striking monument is a triumphal Severan arch from 234AD, some of the pillars of which support not vaulting but only pyramidal slabs of stone. A very early example of classical architecture going for baroque, said our guide, but it is tempting to imagine that the builders (or the restorers, still at work) misread the plans.

Nearby is a remarkable amphitheatre, dug out of the ground rather than erected upon it, and retaining the passages through which wild beasts went in search of dinner. There are still Christians in North Africa, but the Romans used up all the lions.

The new site museum is full of treasures illustrating Libya's rich history of subservience to great powers, but its real centrepiece, dominating the entrance hall, is a three-storey-high portrait of the country's mercurial leader, Col Muammar Gaddafi, clad in a white suit, arms aloft, apparently auditioning for *Saturday Night Fever*.

Public images show him variously in Arab head-dress, or hard hat, or serious spectacles. Nonetheless, this falls well short of a personality cult: we saw fewer pictures of him in a week than we saw of the Tunisian president in three minutes at the border post.

Is he popular? No outsider could say. His foreign ventures have mostly gone wrong, but the socialism he espouses at home has meant

that oil revenues have been used for social services and for the Great Man-Made River, a huge scheme to bring underground water from the Sahara to the coast. As a result Libya, if scarcely rich, is more comfortable off than the rest of the Maghreb, and it is at least independent.

We did hear rumours of small-scale rebellions in Cyrenaica, the eastern provinces centred on Benghazi and home to the leaders Gaddafi ousted in 1969; but we saw nothing.

Cyrenaica has always been a slightly different place, lush and hilly. It was founded not by the Phoenicians but by a Greek, Battus, sent there in the 7th century BC by the Delphic Oracle to cure his sterility. The Oracle, as always, was

There are still Christians in North Africa, but the Romans used up all the lions

right: Battus saw a lion and screamed, loud, long and stammer-free. He is buried there, in the forum of Cyrene, another magnificent ruin on the hills.

Cows were grazing inside it, spring flowers pushed up between ancient stones, and the scent of rosemary hung in the air. So did sand: the ghibli was blowing, a barking hot wind from the Sahara, and in the evening the sun did not so much set as become effaced, sanding away, by the thick, dusty atmosphere.

Cyrene, too, is chiefly Roman, although you can still see the spring Battus found, originally presided over by a local nymph but subsequently dedicated, along with a large temple complex, to Apollo; female deities were always being swallowed up by male ones in the classical world. Grandest of its remains is the temple of Zeus with its massive Doric columns: bigger than the Parthenon, bigger than the temple of Olympia that was one of the seven wonders of the world. From west to east is a 600-mile

drive along the narrow coastal strip where most Libyans live. The highway is good, punctuated by frequent checkpoints guarding the oil fields to the south. In the distance is scrubland or red desert, giving way to the green hills of Cyrenaica, where cows replace camels and eucalyptus rather than palms line the roads.

Closer up, it is less attractive, littered with so many discarded tyres that a Martian might take them for a species of wildflower. The junk is worse outside towns, as household refuse, rusty car parts, dead goats and endless plastic bags are piled up into 10ft-high rubbish dumps.

The country is hardly ready for tourists yet, although a tourism ministry was set up last year with plans to spend \$1bn on infrastructure by 2000. The big towns have attractive, state-owned hotels aimed at business travellers - four-star, roughly, with service tending towards the two-star. But facilities at historic sites are indifferent. Public transport is often unavailable. Museums ban cameras, but sell no souvenir postcards or books. Although walking round the ruins can be hot, slow and exhausting, even without the ghibli, few cold drinks are available.

The charms of modern Libya are modest. Tripoli, soon to be replaced as capital by Sirte (Gaddafi's home town), has an old town full of souks, a downtown area of fading elegance dating from the Italian rule of the 1920s, and streets decorated with fairy lights. Marj has a new mosque with tall twin minarets. But most towns, though blessedly free from advertising hoardings, seem dusty and undistinguished.

For many travellers, of course, all this will constitute a recommendation: a rich past, monumental ruins, no beggars and no tourists. In that case, see it now before it all goes west.

John Westbrooke travelled with Prospect (tel. 0181-995 2151); one-week tours, entering from Tunisia, start at £1,250. Take film, a water bottle and the official rate, 35 cents on the black market. Do not take alcohol or Israeli products. The Lonely Planet and Trade and Travel guidebooks to North Africa contain sections on Libya, but both have big gaps.



Monumental ruins: the restored archway in the ruins at Sabratha, near the Tunisian border

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BOOKS



The formation of stars in the Eagle Nebula, 7,000 light years from earth: our perception of the universe was changed by Albert Einstein, a former high-school drop-out and inadequate polytechnic student

Intelligence with the speed of light

Justice is not done to Einstein's genius, argues A.C. Grayling

When a team of British scientists saw starlight bending round the edge of the eclipsed sun in 1919, they were witnessing two things: the effect of gravity on light, and the birth of a new - but this time metaphorical - star: Albert Einstein. They had measured the effect of the sun's gravitational field on light expressly to test Einstein's new and startling General Theory of Relativity. The experiment was a success; Einstein was catapulted to fame, and his name and appearance became symbols of genius for the 20th century.

As a man who changed our conception of the universe, but who earlier had been a high-school drop-out, an inadequate polytechnic student, a penurious part-time tutor, and the youthful father of an illegitimate child - a man who did his revolutionary scientific work on scraps of paper in stolen moments of a civil service job and who, when he became a famous professor, retained his simplicity, openness, dislike of pomposity, and remained true to his early socialist convictions - he is ripe for biography. And Einstein has been much biographed: biographies predominate, but the tabloid-type exposés of his adulteries and alleged domestic unkindnesses have, inevitably, followed too. Denis Brian adds to the former category, with the difference that he does not bypass, but cheerfully forgoes, most of what is alleged in the latter category.

To say that Einstein taught us to see the universe anew is no understatement. Newton had assumed that the universe consists of a fixed frame-

work of space and time, and that somewhere in its remote regions there are bodies at absolute rest, against which all other motion can, in theory, be measured. In the two centuries following publication of his *Principia* an alternative scientific belief developed, in the existence of a universal medium called the ether, conceived of as a cosmic sea through which light and electromagnetic phenomena travel like waves. But experimental efforts to establish its existence failed, and with them any way of determining absolute motion, which can only be done if there is a fixed frame of reference as a background for measurements.

The first of Einstein's revolutions was to treat this lack of a fixed frame as a law of nature. To say that it is impossible to determine absolute motion is to say that natural phenomena will appear the same to any two observers, no matter how they are situated with respect to each other. In particular, this means that light will travel with the same speed no matter who observes it or where.

At first this seems counter-intuitive: one might expect that a light

beam will recede from one more slowly if one is travelling in the same direction as it, and will approach more quickly if one is travelling into it. But on Einstein's theory, the speed of light remains constant whatever one's speed or direction. So there is no privileged reference frame; all frames are equally valid. Anyone moving at a uniform velocity through space can treat himself as stationary, and for any two observers crossing one another at different velocities, the laws of nature appear exactly the same. This is Einstein's Special Theory of Relativity, published in 1905.

One of its consequences is that it depicts matter as frozen energy - indeed, shows that a tiny amount of matter is a vast amount of solidified energy. This is the meaning of the famous formula $E=MC^2$ (energy equals mass multiplied by the speed of light squared), which is the basis of

the atom bomb and nuclear energy. Another consequence is that we can no longer think of space and time as separate; the universe must be seen as a four-dimensional space-time continuum.

The Special Theory is based on an idealised model in which everything moves with uniform velocities. But Einstein was keen to understand how the real universe works, where things change direction and speed. He was especially puzzled by what seemed a too-lucky coincidence in Newton's physics, the way the concept of the mass of a body conveniently explains both gravity and inertia in his laws of motion.

Einstein's stroke of genius was to treat gravity and acceleration as the same phenomenon. This means treating space-time as a gravitational field in which the presence of matter induces valleys and hills. After much searching he found that Riemann's geometry of curved space provides the mathematical tools required, and he was able to make the prediction that starlight travelling close to the sun's edge would bend in its gravitational field, like a ball rolling through a dip

in the curvature of space-time. From this work, published in 1916, much has followed, not least modern "Big Bang" cosmology, including such startling ideas as the existence of "black holes" at whose horizons time stands still and into which light itself falls, unable to escape the immense gravitational hold upon it.

For all its extraordinary imagination and power, Einstein's General Theory is not uncontroversial. It has competitors as a theory of gravitation, and it appears to be inconsistent with that other great achievement of 20th-century physics, quantum mechanics. Einstein himself could not at first believe some of the consequences of his theory - he tried early on to keep the universe "still" by adjusting his equations, because he could not accept the uniform recession of galaxies now regarded as evidence for the Big Bang. But right or wrong, it is in the very fruitfulness and novelty of Einstein's work that the marks of its genius lie, as a magnificent and beautiful achievement of the human intellect.

Einstein deserves to be written about well. That has not happened here. Brian has produced a repetitive, psychologically simple-minded account, a chronology rather than a biography, fleshed out with anecdotes and barely-disguised paraphrases of letters. The science is not well explained, at least half the fault of which is owing to the demotic, chatty, anecdotal style which treats readers as if they are somewhat educationally subnormal; there is real irony in having an account of Einstein's rich life and thought presented in so jejune a way.

EINSTEIN: A LIFE
by Denis Brian
John Wiley and Sons £12.99, 399 pages

Rereadings/Lord Beloff

History of common sense

When I was a schoolboy, prizes were much coveted. So there they stand now on my shelves stoutly bound with the golden crest of the school. I find for the year 1930 two volumes in respect of the "Hamilton Prize for Geography": one is *The Concise Dictionary of National Biography* - almost collapsing from constant use over many years. The other is the *History of British Criticism* by Esme Wingfield-Stratford (second revised edition, London: Routledge, 1930). I doubt if I have opened it again since I left school for Oxford two years later. To reread it after some 65 years has been an experience.

I wonder if anyone reading this note has ever read it or even heard of the author. He does not figure in the DNB itself despite the fact that when he died in 1971 at the age

of 88 he had 34 books to his credit, the first in 1908 and the last in 1936. The Times obituary made little of his contributions to history and dwelled on his "aggressiveness of temper and somewhat rhetorical extravagance of mind". Yet the schoolboy Peter Quennell, who was a companion on Wingfield-Stratford's walks in the English countryside, wrote in his tribute to The Times that he was impressed by his "high ambitions and boisterous enthusiasms which were on the same gargantuan scale" as were, he admits, "his fierce prejudices".

One feels that he had come



to be regarded as a mere *laudator temporis acti*, depressed by the banality of urban living and the horrors of the second world war and its aftermath. To have been born during Gladstone's second premiership and to have lived to see Edward Heath in Downing Street might have demanded a capacity for adaptation which he did not possess.

Yet rereading his major book, one gets only glimpses of what he was already finding distasteful in the 1920s. Instead we have some 1300 pages of vigorous and colourful historical writing dealing with all aspects of the history of these islands from the Stone Age to the outbreak of the Great War, when four years in the army produced the only gap in his writing career.

I think it unlikely that the book would be suggested to a contemporary schoolboy. It is partly that its optimism might grate on the politically correct, and partly that we have become suspicious of any but the most specialised contributions of historical scholarship. We used to ask undergraduates to study the continuous history of England

the history of architecture, art and music as well as English literature from Beowulf to Tennyson. Nor was Wingfield-Stratford unaware that England is never a country on its own. He takes us into Scotland and Wales's own histories and quotes with sympathy, at times with passion, on the sad story of England's relations with Ireland. Nor does he ignore that while British civilisation was a thing in itself, it cannot be understood without reference to contemporary events on the continent.

What makes it a very different kind of book from anything that could be written now is, firstly, that he takes for granted the importance of the religious and even ecclesiastical element in British history which would demand in this secular age a suspension of disbelief; and secondly, he visualises what individuals in the story were like as though he had personally known them. It is as true of the medieval kings as of 18th- and 19th-century statesmen.

It may be that I have been influenced more than I could have known by this one book.

Scottish Fiction

Drug-fuelled romances

After a spate of deaths linked to the designer rave drug Ecstasy, Scottish author Irvine Welsh has nailed his libertarian colours to the mast. Not only is this collection of drug-fuelled love stories named semi-ironically after the substance, but a character in the last tale also mounts a strident defence of it. "It kills you, but so does everything, every piece of food you ingest, every breath of air you take. It does a lot less damage than the drink." One would expect no less from Welsh, the chronicler of the chemical generation, the man who put the "E" in "Literary".

All three stories here are tenuously linked by romance and pharmaceuticals. But to use Welsh's own idiom, the first two are a hell of a downer for his fans. In a continued attempt to stake out new territory, he abandons the visceral vernacular impressionism with which he first shot up the bestseller lists. A writer on the

cutting edge, Welsh obviously has to develop, but there's something clinical about his attempts to shock the audience already inured to the excesses he first detailed in *Trainspotting*.

The first story in *Ecstasy* is a contrived slice of absurdist horror. I will say no more, except that it involves necrophilia, muscle-relaxing drugs and the bizarrely unifying spectacle of Welsh trying to write like Barbara Cartland.

The second sees Welsh climb convincingly into the head of a hard-nut London hooligan besotted with a beauty who wants revenge on the manufacturers of a drug that caused her to be born without arms. Although it is more convincing and compelling than the first, it still lacks the easy, speedy

authenticity of Welsh at his most readable. In deliberately trying to shock, he robs his writing of impact.

The third tale, where an unhappily married woman and an ecstatically dissipated man discover that love is the best drug on offer in the clubs of Edinburgh, marks a return to familiar ground, and also a return to form.

This oddly quaint story is written in the impeccable verbatim Scottish of *Trainspotting*, and communicates the same joyful, careless rush. It is sad and ironic to say it, but in establishing himself as a frontline spokesman for the under-represented Ecstasy generation, Welsh may have written himself into a rut.

ECSTASY
by Irvine Welsh
Jonathan Cape £9.99 pb, 276 pages

WHERE YOU FIND IT
by Janice Galloway
Jonathan Cape £9.99 pb, 221 pages

Have the sex, drugs and shock-horror excess of *Ecstasy*, Janice Galloway's second collection of very-short stories, *Where You Find It*, comes as a gentle relief. While Welsh taps into his characters through the cut-and-thrust of club-and-pub conversation and the intoxicated interior monologue, Galloway gives us crisp snapshots on states of mind.

There is the prostitute, tied to her pimp by his probing, foraging skill at kissing; the child, trying to block out the knowledge of a parent dead on the sofa at home as he orders a bag of chips; the uncle, heroically justifying violence against his young niece to her mother.

Threading through this rich and varied collection are the feelings that love engenders: the fear, the disappointment and, yes, the sheer ecstasy of it. Galloway brings an intense and steady scrutiny to her characters' emotions, from the seemingly mundane to the most extreme.

Born in Ayrshire and resident in Glasgow, Galloway's writing has a Scottish flavour far different from Welsh's. The cadences of her language give these stories a light touch that belies their telling insight. They may be short but they are very, very sharp.

Nick Curtis

Domestic disorders

One of the occasions that brings out the merry trait in the Scottish character, remarked Sir Walter Scott, is licensed excess. He had a ceiling more in mind than the occasion of a book, but Alasdair Gray seems of late to have been sparked by a lightness of touch and a whimsicality of morality since his last novel, *Poor Things*. He may like to describe himself as "an elderly Glasgow pedestrian" but the pedestrian is the last adjective one would apply to this collection of brief Sparkan tales of domestic disorders, led by the eponymous and memorable "Mavis Belfrage".

Mavis is an episode in the dull life of university lecturer Colin Kerr, who is "only comfortable with assertive women". Mavis ("I only go for nice men") admits frankly that she is "a bit of a bitch". "You're not a bitch," says Colin, besotted. "Nice men never believe I'm a bitch," says Mavis.

She and her young son move in with Colin and his father. Mavis begins an affair with another man, Clive Evans. At first, Colin is pained but complaisant. But when Mavis urges him to throw an uncustomed party, she burts him by failing to turn up; Colin hurts her back by slapping her face. Mavis leaves him for Clive, whom she will also leave.

Later, she finds that Colin is still in love with her, but strangely transformed into an assertive, independent man: "You're a stranger to me, Colin... But you aren't the sort of stranger I like."

Unsuaged yearnings for a more dramatic life beset a schoolteacher whose "Night Out" seriously discomposes his assumptions about bohemianism: "Mr Goodchild", a retired headmaster, leaves his son, daughter-in-law and grandchildren for life in a boarding house: £1000 in cash spoils more than a friendship in "Money", it ruins an otherwise good day; and the "Epilogue" to "Edison's Tractatus", though glossed at the last by an apology for "a portrait of someone too worthy for his own good", is a brilliant master-

MAVIS BELFRAGE
by Alasdair Gray
Bloomsbury £13.99, 138 pages

PEOPLE LIKE THAT
by Agnes Owens
Bloomsbury £13.99, 176 pages

which results in an act of casual revenge when one of them is goaded beyond endurance.

Owens displays a Bellocian taste for "Cautionary Tales" in *People Like That*. "People like that" are those without resources who cling to the little they do possess - whether the bottle, scavenging for golf balls, glue-sniffing, the glamorous role model of an elder brother who deals drugs, the everyday dignity of self-respect. Like Gray.

Agnes Owens appends an autobiographical piece which greatly enlightens and gives tender substance to the lives narrated in this new collection of stories. When she wanders further from Scotland, to France, she is less sure-footed in her style, but she has a canny eye for tragic-comedy, a compassionate heart for the unfortunate, an acute ear for dialogue and a mind that clamps her characters like a steel trap in the predicaments of passion, poverty and the patterns of their lives.

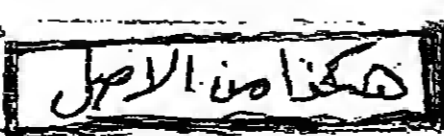
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BOOKS

Case of the mistaken identities

Joan Smith meets the latest literary talent, Turkey's Orhan Pamuk

Last summer, when a British publisher brought out a novel by a little-known Turkish writer...

"Pamuk is one of the world's finest writers," was the verdict of the New Statesman. The TLS praised his "intelligence, metaphysical preoccupations and astringent literary style".

In Britain for the paperback publication of The Black Book (Faber £8.99, translated by Gunell Gun), Pamuk talks about the novel's cultural antecedents in a way which reflects his absorption in two very different cultures.

Its structure of stories within stories is an obvious echo of the Arabian Nights, one of the books Pamuk remembers with affection from his childhood.

the whereabouts of his wife Ruya, who has disappeared from Istanbul along with Galip's cousin Jelal, a celebrated newspaper columnist.

Soon he is impersonating Jelal, a dangerous masquerade in view of the columnist's own instability and his involvement with some of the conspiracy theorists who thrive in a city like Istanbul.

This notion of identity as an artefact to be assumed or discarded at will, rather than an untidy, organic growth, is one which Pamuk resists at both a personal and a political level.

"I care about complexity, hybridity, the richness of everything," he insists. "Istanbul is geographically confused. So is the Turkish nation. Sixty per cent are conservative, 40 per cent are looking for westernisation. These two groups have been arguing among themselves for 200 years. This situation of being in limbo, in between east and west, it's a lifestyle in Turkey."



"I care about complexity, hybridity, the richness of everything": Orhan Pamuk, already hailed as a future contender for the Nobel prize for literature

diploma, he says, was a way of deferring the military service which is still compulsory for adult males in Turkey. He was a "simple soldier" for four months. Originally destined to become an architect, he rejected both professions in favour of writing.

When the novels finally began to appear in print, they were an immediate success in Turkey and foreign publishers soon showed interest. His third novel, The White Castle, was published in hardback in England by the independent imprint Carcanet. Faber & Faber bought the paperback rights.

His latest book is being translated into English after selling 180,000 copies in Turkey, nearly a publishing record for that country. The title, The New Life, derives from Dante; the story is about a 21-year-old student who reads a book which impresses him so much that it alters his entire existence.

"The idea that you can read something and it will give you the secret of the universe," he says. "My fiction is not revelatory in that sense but his themes, rooted in his childhood experience of living in a city with a perpetual identity crisis of its own, are proving to have near universal appeal."

Doomed love affair with synthetics

The incautious use of chemicals is playing havoc with our hormones, reports Jon Turney

If you want to get a chat's attention, grabbing him by the testicles usually works. So environmentalists have made much of the claim that human sperm counts are falling, by as much as half in the last 50 years according to some studies.

The burden of the book is that there are good reasons for that unease. Although governments and regulatory agencies have banned obvious nasties, they may have missed some more subtle effects because researchers were looking in the wrong place.

dominate nature is to destroy it. That is not a new message, and it always evokes strong reactions. Some think the population explosion, and the unprecedented good health and longevity of most people in developed countries, show that there are no real ill-effects from our industrial love affair with synthetic chemistry.

The evidence for quasi-hormonal effects is varied. Some come from planned laboratory studies, some from serendipitous findings, like the sudden change in the growth of a cell culture which was traced back to a change in the manufacturer's formulation for a piece of plastic tubing.

seals and others. The summaries of all these studies make for rather repetitive reading, but it is their cumulative message which matters. Deciding which of many chemical candidates may cause which effect is extremely difficult, but a number of broad conclusions seem well established.

Whether human exposure has any serious effects is still not clear. But as the authors say, "the existing information may not allow any reliable estimates regarding human exposure to hormone-disrupting chemicals and the magnitude of the hazard, but there is enough evidence to raise pro-

found and troubling questions? We are in effect, in the midst of a global experiment, and the results are not yet in. Indeed, interpreting what results there are is problematic, because there is no longer any control group - an uncontaminated population - to compare with.

And what of those sperm counts? The latest results, published after this book appeared, challenge the conclusion that there has been a decline, and suggest that the earlier studies were flawed by geographical variations. Further studies will follow. They probably need to be part of a large new research programme which, to judge from the foreword from US vice-president Al Gore, should now expand pretty rapidly. It will not resolve the doubts quickly, partly because there may well be second or even third generation effects. That will give us time to think hard about how high a price we are prepared to pay for weed-free golf-greens, unblemished vegetables and plastic wrapping. Meanwhile, the experiment goes on.

Obstacles to Irish unity

Philip Stephens on a one-sided look at the recent cease-fire

There is one thing that is certain about the process which brought the IRA temporarily to put aside its guns and semtex in August 1994 is that the full story will not be told for many years, perhaps decades.

We know now that the London government's contacts with the IRA long pre-dated its public admission that it was talking to people it had always branded as terrorists and murderers. The security services established contacts with the IRA even while Margaret Thatcher was still in 10 Downing Street.

So too does the extent to which the politicians were prepared to mislead their electorates. So readers of this first (very rough) draft of recent history

by Eamonn Mallie and David McKittrick should not expect either a full or an impartial account of the hopes which were raised and then dashed by the IRA's 18-month cease-fire. The two authors, experienced journalists, are based respectively in Belfast and Dublin. It shows.

They have clearly been given much help from nationalists and republicans. One senior official in Dublin remarked recently that the former Irish prime minister Albert Reynolds appeared to have handed them the key in his filing cabinet. The leaders of Sinn Fein/IRA also figure prominently in a lengthy list of acknowledgements.

The book thus provides a vivid account of the tortuous process which led the IRA to halt its 25-year terrorist campaign and opt instead for what it called "TUAS". A Totally

Unarmed Strategy, for a united Ireland. Here is the insider's chronology of the contacts of Gerry Adams and his colleagues in Sinn Fein with John Hume, the leader of the predominantly Catholic SDLP, and with two Irish prime ministers, Charles Haughey and Albert Reynolds.

THE FIGHT FOR PEACE: THE SECRET STORY BEHIND THE IRISH PEACE PROCESS by Eamonn Mallie and David McKittrick Heinemann £8.99, 320 pages

The authors turn up much previously unpublished documentation. The path to the December 1993 Downing Street Declaration and the subsequent IRA ceasefire is no straight line. But it is one made comprehensible by the

authors' account of the evolution of Republican thinking. Almost inadvertently, the book also reveals how the IRA/Sinn Fein has been trapped by its history, clinging to an analysis of the causes of Irish division which long ago lost touch with reality. Thus the British, not Ulster's unionist majority, were (and still are) by many Republicans seen as the principal obstacle to Irish unity.

Thus until the then Northern Ireland Secretary Peter Brooke announced otherwise in November 1990, London was deemed to be holding out on the province because of its own "selfish strategic, and economic interests". Nothing could have been further from the truth. Mallie and McKittrick, however, are lost when it comes to seeing the story from the other side. They fail to understand the motivation and reactions of

John Major's government. In the framing of the successive declarations with his Irish counterparts which preceded and followed the ceasefire, the British prime minister is portrayed as relentlessly pessimistic and obstructive. Mostly, he was merely understandably careful.

Nowhere is there an analysis of how it was that a British politician whose consciousness had hardly been touched by the conflict saw the making of peace in Northern Ireland as his best chance of a lasting place in the history books. Inexplicably, Ulster's unionists, the protestant majority whose constitutional veto is the only bar to a united Ireland, are treated almost as onlookers.

No doubt Major made many mistakes in his response to the ceasefire. More than once, he was cautious when he might

FT FINANCIAL TIMES INVESTMENT INSIGHTS BENJAMIN GRAHAM ON VALUE INVESTING TRADING RULES ORDER FORM

مكتبة ابن حجر

ARTS

The Show's the thing

William Packer visits the Royal Academy's Summer Exhibition

The Royal Academy Summer Show has never been, at least over the 30 years that I have known it, as bad as popular myth supposes. This year, in advance of the 228th show, the academy seemed to endorse its own critics by expressing concern that the artistic standard of the exhibition needed to be greatly improved. It sought to boost the quality of the show by encouraging talented professional artists to submit work for selection. Then critics including Brian Sewell and Richard Dormant sprang to the Summer Show's defence. "Of course it's awful," they cried, "but keep it as it is: we love it as it is: change nothing."

The fact is, however, that since at least the time of Tom Monnington's presidency in the 1960s, the most positive efforts have been made to encourage professional artists working in this country to support the Summer Show and indeed to join the academy. The effect, now long sustained, is manifest. Where are all those dull boardroom portraits of legend? Those Sunday flower paintings? The cats and dogs? Nowhere to be seen, and it is doubtful if they ever were on view quite to the extent recalled.

The president in the 1940s, Sir Alfred Munnings, tried to set the academy against the broader currents of modernism, to cheer for Winston Churchill and cries of horror from his members. But that vendetta is now ancient news, as a look down the present cast list of the academy confirms. The likes of Peter Blake and David Hockney, Kitaj, Frost, Pasmore, Hoyland, Jones, Caulfield, Flanagan, Cragg or Huxley would hardly have crossed the threshold 20 years ago.

It is all very well for us outsiders to sustain a convenient and entertaining myth, which affords endless copy without the need to look too carefully at much work. But what is odd is to find the academy doing the job itself, and in the face of persuasive evidence on the

walls. There may be certain recently elected academicians who do not know quite what they have joined. They may not enjoy the cheek-by-jowl community of the Summer Show against the pristine and exclusive luxury of a dealer's gallery. They may not like, or even know, the work of many of their new-found fellows. But if they do not like the broad church that is the academy, or understand its history, they need not have joined. Let us hope that this fracas has cleared the air.

For, above all else, the academy is its members, a self-electing body of artists, covering a broad spectrum of activity and interest, which shows its work together every summer and invites other artists to help fill its walls. And if its critics, or even the academy itself, do not quite understand this role, the public does. The surest way to alienate that broadly sympathetic crowd on which the economic life of the academy depends, would be substantially to change the Summer Show.

As always it requires a certain effort to enjoy, for with 1322 exhibits, some 200 up on last year, there is much searching out to do, and care to be taken not to miss good things. It is hung cleanly and objectively for the most part, despite the building work that reduces Gallery VIII to little more than a corridor. Abstract painting is now spread unapologetically throughout the hang, mutually complementing rather than competing with the figurative. The sculpture is reasonably well set out.

If I have a complaint, it is only that there is nowadays so little work based objectively upon the figure. And for once, having dealt with more general matters, I shall name no names in what is another good year for the academy.

The Royal Academy Summer Exhibition 1996: Burlington House, Piccadilly W1, until August 18; sponsored by Guinness.



Another good year: 'The Shaving Mirror' by Norman Blamey, RA.

Not the Royal Academy

Many are called but few are chosen. Anyone can submit works of art for the Royal Academy Summer Show. As far as the RA is concerned, the more the merrier: a £12.50 handling fee accompanies every entry, and with over 11,200 hopefuls in 1996 this is a useful income. This year 1,322 works are on display, a rise of around 160, but after the Royal Academicians have entered up to six works, little more than 900 items from outsiders get to hang on the walls.

The last six years the Llewellyn Alexander Gallery has operated a Salon des Refusés, an idea pretentiously copied from the first Impressionists who, refused entry to the Paris Salon in 1863, organised their own show and made art history. Llewellyn Alexander's "Not the Royal Academy", which continues at its Old Vic gallery, near Waterloo, until September 7 contains nothing that will frighten the horses and few

items that will excite the critics but it is popular, well-painted art, with wide appeal. Around 1,200 of the 9,000 works turned down by the RA are given a second chance. They are shown in batches of 250, with a re-bang every three weeks, and in the past around a third of them have found buyers. But ambition needs to be restrained. Llewellyn Alexander insists on lower prices. Artists add a

premium with the Summer Show in their sights, but works of art accepted at "Not the Royal Academy" must be priced at least a third less than when they were RA hopefuls. The average price is £500 but since Llewellyn Alexander, unlike the RA, favours miniatures and cabinet pictures there are pictures available for as little as £150. The top price in the first offering is a £14,500 tag on a meticulous portrait of a life by Bill

Mundy. Mundy is not being over-ambitious. He is a successful portrait painter, especially of foreign royalty, and has another work safely on show across the river at Burlington House. Llewellyn Alexander's artists are conventional and like colour; there is little abstraction on view. If the RA does become more avant-garde in its selection policy in the future, "Not the Royal Academy" will become even more vital for artists whose lifelong ambition is to have a London show.

A.T.

Television/Christopher Dunkley Dramatic doctors

The longest running soap opera on British television, and one of the most successful in the world, is *Coronation Street*. I once saw an episode with a foreign language dubbed onto the soundtrack, a second language in sub-titles along the bottom of the screen, and a third in oriental script running up the side. Not much of Kenneth Barlow was visible. Yet *Coronation Street* was not ITV's first soap. Three years before it began, that honour was claimed by *Emergency Ward 10* which was launched nearly 40 years ago as a six-week serial entitled *Calling Nurse Roberts*.

Having changed to its more dramatic title (which has been almost endlessly imitated: *E2*, meaning emergency room, and *Casualty* being just two of the most recent) it went on for ten years, running twice a week for much of that period and clocking up nearly 1,000 episodes. Long after it ended Lew Grade, head of ATV, said that the decision to axe it was one of the worst he had ever made. Tomorrow night *Emergency Ward 10* is mentioned in BBC's six-hour round-up of television medical series, *Docs On The Box*, though it does not receive its just deserts.

We are not given a full episode, merely a few excerpts within Peter Lydon's engrossing 60-minute documentary *Playing Doctor*. All over Britain, men who were teenagers in the late 1950s will wonder incredulously how anybody could claim to review television medical series without offering a single shot of Jill Browne, the goddess, in a starched apron who played Sister Carole Young with a witch plinned just above her left breast, her nurse's badge above the right, and a white cap letting off her heavily lacquered blonde bob. Sister Young, where are you when the audience really needs you?

Clearly in six hours it is impossible to do more than skim the surface of what has been one of the richest dramatic seams of the modern era. There is no episode of *Medic*, *Dr Hudson's Secret Journal*, *Ben Casey*, *Marcus Welby, M.D.*, *Medical Center*, *Doc Ed*, *St Elsewhere* or *ER*. The influence of cinema is virtually ignored, so there is no mention of such powerful works as *The Hospital*, a wonderfully cynical satire which teamed George C. Scott and Diana Rigg, or Lindsay Anderson's cuttingly sarcastic *Britannia Hospital* which was flayed by left-wing film critics because it was as scathing about the unions as about management.

What we do get is a 1965 episode of *Dr Kildare* with the handsome young intern persuading an older doctor not to

shoot himself, the 1993 episode of *Casualty* in which medical teams labour to free the injured after a train crash. Lydon's documentary, an episode of *M.A.S.H.*, a compilation of medical comedy called *In Stitches*, a 26-year old episode of *Dr Finlay's Casebook* (yes, with Barbara Mullen playing Janet) and the 1973 movie *Horror Hospital* which endeavours to marry satire and grand Guignol.

What this latest in BBC's themed evenings conveys above all is that we are wrong if we imagine that the old medical dramas were just doctor-nurse romances and that it is only recently that tough medical and ethical problems have been introduced. True, *Emergency Ward 10* was rationed to five deaths a year in the beginning, later reduced to two, and worrying illnesses such as cancer were never mentioned. But

Sister Young, where are you when the audience really needs you?

that was in the late 1950s. By the time *M.A.S.H.* began in 1972 matters had changed considerably and *M.A.S.H.* itself quickly pushed the changes a lot further.

In *Playing Doctor* Alan Alda, who played the central role of Hawkeye throughout the 265 episodes of *M.A.S.H.*, explained how constraints at the start of the series (concerning, for example, how much blood might be shown) were rapidly relaxed as the unusually frank portrayals of medical practices and doctors' mores became a huge success with viewers. *Dr Kildare* may not have been just pretty faces, but you would certainly never have heard him let alone Dr Gillespie - bark "OK. I've done here, gimme another body" as if his eyes were heard to do in the 407th mobile unit in Korea.

Docs On The Box makes some mention, though not much, of the way in which television's recent medical series have supposedly gone to flippant and sardonic extremes, portraying young doctors as hopelessly overworked, hurried, and cynical. *Cerulean Skies* (aired on BBC1) makes a pretty startling contrast with *Emergency Ward 10*. And yet anyone who has worked for any length of time in hospitals, (at least in big cities, knows that - while there is much here that is heroic and heartening - the worst is still even more shocking than anything television has yet shown.

Antiques fair/Antony Thorncroft

Bric-à-brac of the past

These days reveals less brown furniture and fewer Old Masters, although there are still scores of Georgian tables and hundreds of decorative paintings. The work of craftsmen and artists has been replaced by a mass of peculiar objects, the bric-à-brac of the past.

The Great Auk is on the Hawkins and Hawkins stand, which specialises in taxidermy. It is priced at over £100,000 and is already under offer but there is an equally extinct Great Bustard for £5,000. It was stuffed by the Victorian taxidermist Roland Ward, and looks in fine fettle. There is also a porcupine, a fine case of monkeys and a passenger pigeon (also extinct).

Talisman is offering the four-poster Indian silver bed with its enamel palm fronds and tortoiseshell inlay for £35,000. The 96 tea cosies, dating from the 1880s to an early plastic model of the 1930s, can be bought

John Flaxman, and busts by the fairly famous, such as the American artist Henry H. Kitson, ranging in price from £300 to £5,300.

For many dealers Olympia determines whether they make a profit or loss on the year. Some country dealers reckon to achieve a third of their annual sales on this trip to London. Since the recession started in 1990 it has become even more important for them.

For, despite the occasional good month, trade is still depressed. It mirrors the house market - more optimistic but still depressingly weak. The better demand at the very top of the art market, for multi-million-dollar Impressionist paintings in New York, has yet to filter down to the general High Street dealer. The hope is that Olympia, with 40,000 visitors expected over 11 days, will provide the boost to trade that it so desperately needs.

And first signs are that it has got off to a good start. The tea cosies sold en masse in the first five minutes, while the current obsession with famous names ensured that a gold scent bottle engraved by Nelson for Lady Hamilton was also snapped up. If traditional antiques start to sell too this could be the good Olympia that the trade craves.

Radio/Martin Hoyle

Accents and attitudes

Radio 5 Live. I have to admit, for me suffers through its medium wavelength and my obsession with the finer things in life that profit from VHF. For those prepared to slum it aurally, however, the prize-winning station comes up with good, breezy stuff. Last week's *Race Around the UK*, for instance, despite a name that might have heralded some hideous sports event, was a bracing survey of race in Britain.

The tone was set by *The Big Picture*, an hour-long kaleidoscope of accent and attitude presented by Trevor Macdonald. Italians in Bedford were the most cheerful, descendants of post-war brickwork labourers happily combining new and old identities, even to the point of harvesting their own wine in Bedford. Most serene was the businessman whose equable Asian tones asserted that for all his high-powered travelling there was "no greater joy than home - Leicester". Hearteningly positive, this, not because anyone was necessarily anglicised but because they were adjusted in a system that seemed to work for them. They are successes.

Some of our minorities move uneasily into discontent. The Welsh Somalis we heard had grimmer stories to tell. A

schoolteacher reminded us of the horrors some of the children had witnessed. Others came straight from refugee camps. It was "not unusual" for some traumatised kids not to speak for two years. Yet a high percentage learnt English quickly and well. There is a generation of Somalis born in Wales, who sound Welsh, but "don't feel Welsh a bit". And the older generation, many unemployed and emigrated, felt they had been better off in the camps.

Not so the Chinese Liverpool lot who recited "Baa-Baa Black Sheep" in Chinese and Scouse, from Europe's oldest Chinatown. Or the Manchester Irish. The latter rather cynically attributed their acceptance to the fact that their skin is the right colour: there are more obviously identifiable minorities for us to discriminate against these days.

And then there are those who feel they do not fit in. The

black crime, I would suggest the holding your handbag and crossing the road are eminently understandable tactics in parts of south London, and not necessarily the product of post-imperialistic fascistist whiffracks.

While liberalism came under scrutiny in *Double Jeopardy*, the chronicle of a hypothetical crime (drugs, rape), a studio presenter dealing out the plot's cards to real policemen (black and white), harristars and judges (Htt). This proved a minefield most of all at the wretched pity the policeman seeing something suspicious in a black tea. The presenter, Geoffrey Robertson QC, did his best to meddle the coppers. They struggled to keep their patience as we outlined the scenario that included a Rasta driving up in a flash car, "the sort of car you'd love to own - if you could afford it". Actually, once it got into the procedure and ethics of lawyers, the programme lost steam: Robertson sounded both more adult and a great deal duller. Best of the bunch was black woman barrister, sensible, sensitive, no nonsense, professionally adept at defence or prosecution. Any Brick Lane racist you would be luck to have her defend him. The trouble is he would get off.

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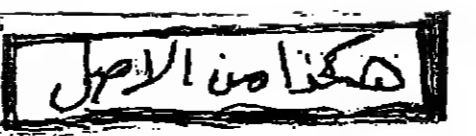
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The Daily Telegraph CLASSIC FM



ARTS

Madness, music and emotion

Both onstage and off, Finnish soprano Karita Mattila has a style entirely her own, reports Andrew Clark

By her own admission, Karita Mattila is ever-so-slightly mad. "I'm not a shouter," says the Finnish soprano, who sings Elisabeth in *Don Carlos* at London's Royal Opera House next week, "but I'm not afraid to speak my mind if I think I'm being treated unfairly. I'm very down-to-earth in the way I organise my life, but there are moments of madness, and I suppose I face them on stage. Those unlimited, uncontrolled emotions - it's good to get close to them. You know what they say about artists: if we weren't artists, we'd be psychopaths..."

Madness, in the form of Mattila's extrovert personality, is just one of the clues to the sharp upward curve in her fortunes over the past couple of years. She has sung Puccini, Wagner and Tchaikovsky at the Met, and enjoyed a big success as Strauss's Chrysothemis at Salzburg and Florence. In March she won the hearts of Parisian audiences with her anguished Elisabeth, in the same production that Covent Garden will see. There is no "mad scene" in any of these parts, but Mattila laid bare their emotional core with harrowing intensity.

A strikingly tall and blonde 35-year-old, Mattila is one of those rare singers who can portray conflicting feelings without forced or unnatural movement. Her voice is as distinctive as her appearance: she has an ecstatic top, a strong middle range and a soulful timbre, all of which make her one of the most versatile singers in the business. She plays the fun-loving Musetta in *Bohème* as convincingly as the tormented Lisa in *The Queen of Spades* or the blossoming Eva in *Meistersinger*. Offstage and on, Mattila has a style entirely her own.

She was the first-ever Cardiff Singer of the World in 1983, winning the competition shortly before graduating from

the Sibelius Academy. Like all subsequent winners, she was instantly launched on an international career. By 1988 she was singing *Fiordiligi* at Covent Garden, and Mozart's soprano roles were her calling card in most of the world's other big opera houses.

The past two seasons have found her moving into heavier repertoire, and the change seems to suit her. Mattila may not be the classic Italian lirico-soprano, but she carries off her Verdi roles with aplomb. With her statuesque carriage and bright vocal colouring, she was

Mattila is one of those rare singers who can portray conflicting feelings naturally

born to sing the doomed heroines of the Slavic repertoire, and she is equally keen to add to her Wagner and Strauss. Next season finds her singing *Elsa* in *Lohengrin* in San Francisco, Paris and London. *Arcabella*, *Jenufa*, Puccini's *Manon Lescaut* and Marie in *Wozzeck* are also on the horizon.

"I'd love to stay in this uncategorisable state," says Mattila. "I always knew I wasn't going to die a Mozart singer, and I'm happy with the recognition I'm getting with my new parts. But it infuriates me when people try to categorise you as an Italian or German soprano. Phrasing and style may vary in different parts of the repertoire, but your voice and technique should remain the same. What makes a singer's personality is vocal colour, and that's what I've tried to preserve. The danger when you sing a heavier

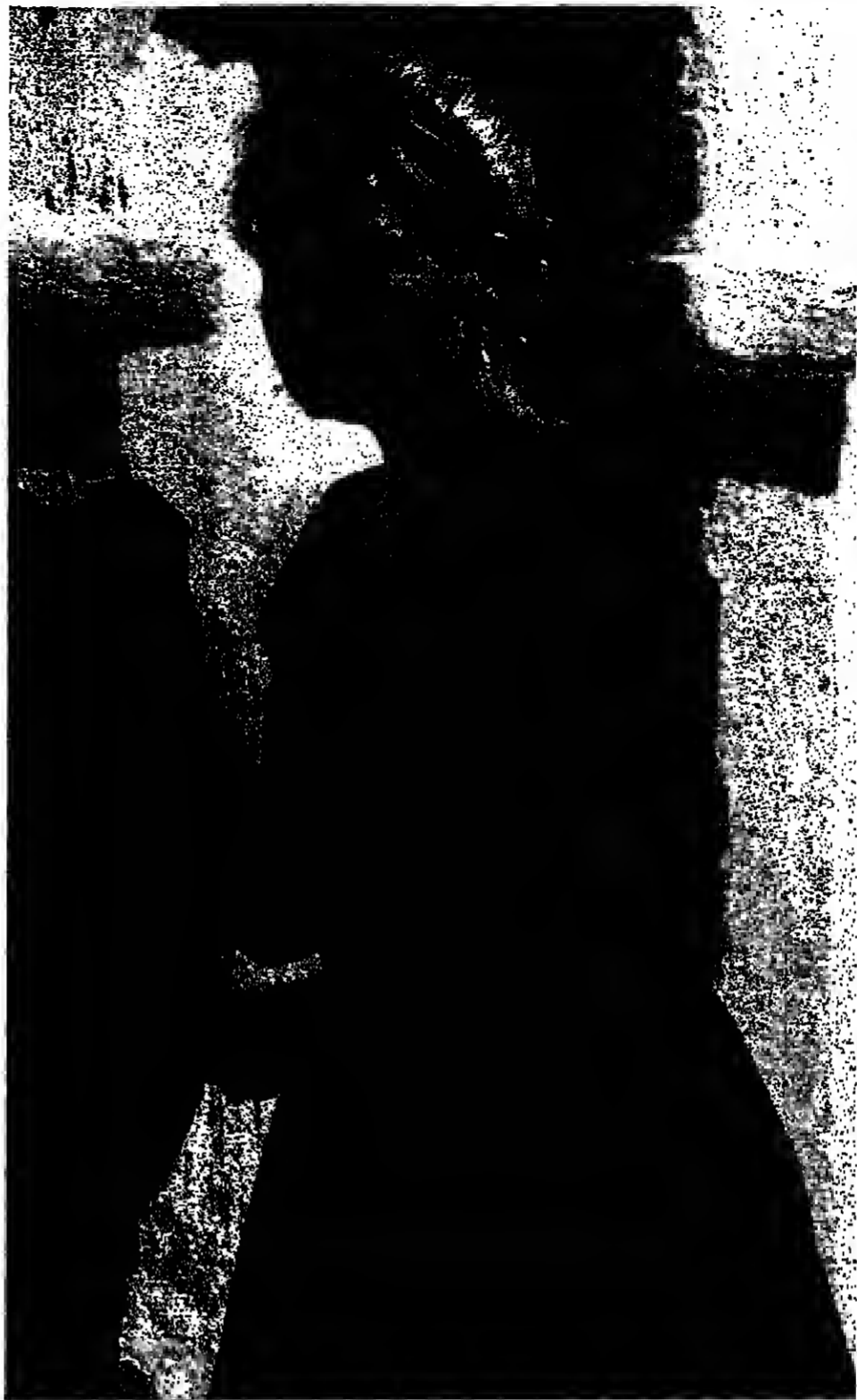
role is that you try to sing with a heavier voice. You have to trust that your natural voice is enough."

Such sensible views show the influence of her teacher Vera Rosza, with whom she has studied in London since 1984. But Mattila's ideas about opera-as-theatre are her own. Her training in Finland included lessons with professional actors, and she has thrived under producers who break the barriers of operatic acting. She believes in "opera being done under theatre conditions, developing the character in rehearsal. Singers can do much more than most traditional opera producers think. A good director trusts your ability to find ways of doing things that may require radical movement, and you have to see what is possible, depending on your stamina."

"It all depends on attitude. Some singers say they can't do certain moves because it prevents them from singing properly. Bullshit! If you want to make it work, you'll find a way. I hate it when singers don't look right for the part or can't act. The operatic world has tried to avoid this subject, as if music alone is enough to create the illusion. If I'm in a weak production and there's nothing to hang on to, I get nervous. The deeper you involve yourself in a role, the easier it is to sing."

Is she not at a disadvantage because of her height? "Not I just feel sorry for people who are smaller. Some men don't like it. Dennis O'Neill, for example, told me he could never work with me because I was too tall for him."

Although Mattila and her husband are now based in London, her heart remains in Finland. She comes from a farming family, and says her country's culture and landscape are the key to her personality. "I've been told I'm suited to the Slavic repertoire because there's so much sadness in my voice. Finland is



Karita Mattila in 'Don Carlos'. 'The deeper you involve yourself in a role, the easier it is to sing it'

closer to the Slav countries than to Scandinavia. Winter is cold and summer is short - one is for drinking and sleeping, the other for living and making love. Finnish people

are like deep-water fish. On the outside you think they just try to keep warm and are very introverted. You have to swim deep to get to know them and then - God, what a world!"

Don Carlos, opening next Tuesday, marks the start of a six-week Verdi festival at the Royal Opera House (0171-304 4000).

Comrades in culture

Jeremy Grant reports on Rostropovich's visit to Hanoi

For the hawkers in conical hats selling US-made chewing gum, it must have been quite a sight. But for the few foreigners that made it to the invitation-only recital in Hanoi last week, the appearance of Russian cellist Mstislav Rostropovich on a giant video screen was enough to stop traffic.

In a city regarded as the cultural, as well as political capital of Vietnam, there is no shortage of art galleries, museums and traditional shows. However, the standard western concert has yet to make its mark. This visit, at the invitation of the ministry of culture and Hennessey, was therefore a rare and welcome event.

This was Rostropovich's first visit to Vietnam, which is surprising since his connections with the country go back to the 1960s, when Vietnamese cellists were under his tutelage at the Moscow Conservatoire. Indeed, three are now officials in the culture ministry and another, now professor of cello at the Hanoi Conservatoire, took delight in comparing the evening. As his old mentor strode on and off the stage, Mr Tuong would lunge, hoping for a comradely hug.

The evening had a special resonance for Vietnamese, particularly those who had spent years in the former Soviet Union. The venue itself, a vast socialist statement in concrete and glass, was built by Moscow in the 1960s as a gift. It is still known as the "Viet-Xo" (Vietnam-Soviet) Cultural Palace.

However, despite years of Soviet patronage, Vietnam's musical infrastructure is in tatters. Hanoi manages to sustain two orchestras, but state funds are in critically short supply. The conservatoire has not been able to buy sheet music for years. However, things started to look up last year when the Japanese government gave the institution a series of instruments - including 23 pianos - as part of its aid programme. Standards at the conservatoire are high but most stu-

dents end up seeking high-paying jobs with foreign joint ventures: professional musicians are an unwanted commodity in these days of *doi moi*, a sort of Vietnamese perestroika that has emerged since 1986.

Although looking tired after two days conducting the London Symphony Orchestra in Salzburg, and busying himself at his own festival at Evian before that, the 69-year-old Rostropovich seemed sprightly enough at a pre-concert chat. He was warm in his praise of Vietnamese musicians: "They are my musical grandchildren. They were very good."

However, he had reservations about the programme he had picked. Would it perhaps be "too serious" for the Vietnamese? Apparently not. The audience of about 1,200, including the Vietnamese minister of culture, could not have more responsive. It was the same for the hundreds of young Vietnamese sitting cross-legged outside watching the concert relayed on screen.

The Brahms Sonata No 2, Op 99 provided the meat of the first half and was warmly received. Nor was there any problem with the Shostakovich Sonata No 2, where Rostropovich seemed most comfortable. If there had been some ragged bowing in the Brahms, any feeling of uncertainty was dispelled with the gusto with which he tackled a score littered with tricky fingering.

Moments after the end of the second encore - Fauré's *Après un rêve* - he was besieged with girls bearing bouquets. A beaming Russian ambassador tried and failed to penetrate the crowd and left on stage what appeared to be a shrub, draped with the Russian flag.

Then, perhaps inevitably, speeches. Rostropovich spoke kindly in Russian and Mr Tuong got his hug. It was a nice touch in what was, essentially, a very comradely affair. The sooner they do it again, the better.

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FOOD AND DRINK

Stout

Prague's black velvet revolution

Pat Butcher enjoys a pint of Guinness in a pleasant Irish atmosphere - in the Czech Republic

In the wake of the velvet revolution six years ago, the US brewing company, Anheuser-Busch, makers of Bud and Bud-Lite, approached the cash-strapped Czechs and offered to buy the original Budweiser brewery. Workers at the plant, making the celebrated Budvar, were horrified and appealed to Vaclav Havel, then president-elect, to help rebuff the American invasion. The Americans were laughed out of the land. But where Uncle Sam failed, the canny Irish appear to have succeeded. Prague is, if not awash with stout drinkers, running a substantial tributary of the "Liffey water". At the last count, there were five Irish pubs in Prague, and one opened last week in the Czech second city of Brno. The delighted owners are sitting back in front of their glistening, cream-topped glasses, and planning the second wave of expansion in this black velvet revolution. To Frank Haughton, owner of the James Joyce, success is due to two factors: "Guinness is not beer as the Czechs know it, it is a unique product. Its only competition is Beamish or Murphy's. We would never think of bringing Irish or British-style lagers here, it would be a waste of time. Also, Dublin and Prague are very similar, smallish cities, unique places." The Joyce takes pride in place in the Prague Irish pub pantheon. Tucked away near a local coffee house in Liliouva, a meandering cobbled street, a short stroll away from the medieval Charles Bridge, it was first on the Prague stout scene. Haughton, who had just returned from a Sunday afternoon wine-tasting trip - "mustn't forget our lady customers" - bought me a pint of Guinness, and told me the success story. "It cost me \$90,000 but if I did it now, it would be closer to \$200,000. But I was dead keen to be first, so we had the builders in and out within 10 days," he says. It is altogether fitting, given the quasi-religious nature of drinking in Ireland, that Haughton should furnish his bar with the contents of a demolished Belfast church. "We bought the pews and floorboards over in a 40ft container, and opened on November 5 1993." The clientele is 80 per cent expatriate, with Haughton admitting that their prices, up to six times the local norm, keep many Czechs away. But as attractive as the beers - Budvar, Staropramen and, of course, Guinness - are, food is the key, says Haughton. His all-day full Irish breakfast costs 290 koruny (\$5.50). There is even an in-house "bookie", computer consultant Scott Weir, who services wagers on everything from horses and football to the Eurovision Song Contest. There is a regular home-from-home fish-and-chip night, for which Haughton obtains fish from the Dublin market; roast beef for Sunday lunch and, of course, potatoes, bacon and cabbage for the evening of St Patrick's Day. "We have had President Havel in here three times, we've had actor Dennis Hopper for lunch, singer Bob Geldof, many Czech politicians, writers and musicians. "We've had British Airways and Barclays entertaining clients here. On the other hand, we've had irate prospective local landlords in here, complaining that we've forced the price of property up." The walk from the Joyce to either Scarlett O'Hara's or Molly Malone's, both owned by Dilly and Peter Moran, takes in some of the most beautiful and fashionable streets in Europe. Prague always had this potential, even in the most sombre

days of the communist period, to be resurrected as one of Europe's most striking cities, in the mould of Paris and Barcelona. And that is what is happening - fast. Scarlett O'Hara's is across the Charles Bridge in Mala Strana (Little Quarter). The downside is that it is tucked away in a courtyard behind a McDonald's. Hardly the most appetising of introductions, but, once inside, Scarlett's, which caters more for young Czechs with regular bands and cheaper beer, has older, quieter decor - sawing machines, old prints, a lounge set up like a 19th century Irish living room, and the inevitable dog-eared Declaration of the Republic in 1918.

Patricia Kavanagh, who is financial controller for the Mortons, proudly proclaims a revolution of a different sort. "Scarlett's is the only pub in Prague to have a woman manager." But Kavanagh and her employers, who were away preparing the opening of Molly Malone's in Brno, prefer the more genteel atmosphere of Molly's in Prague's Stare Mesto (Old Town). Molly's has an equally distinguished guest list: "We've had Steven Spielberg, Tom Cruise and Nicole Kidman in." But, like Scarlett's, Molly Malone's attracts more Czechs, up to 80 per cent of the clientele, with its cheaper price list. "I did not have time to visit The Derby and O'Brien's, both a little further from the centre in Prague 7. However, given the architectural surprise on almost every street corner in one of the most accessible of central Europe's resurgent capitals - less than two hours' flight from London - I am sure the longer walk will be just as worthwhile."

Italy's star in the wine firmament

Jancis Robinson meets self-publicist Angelo Gaja

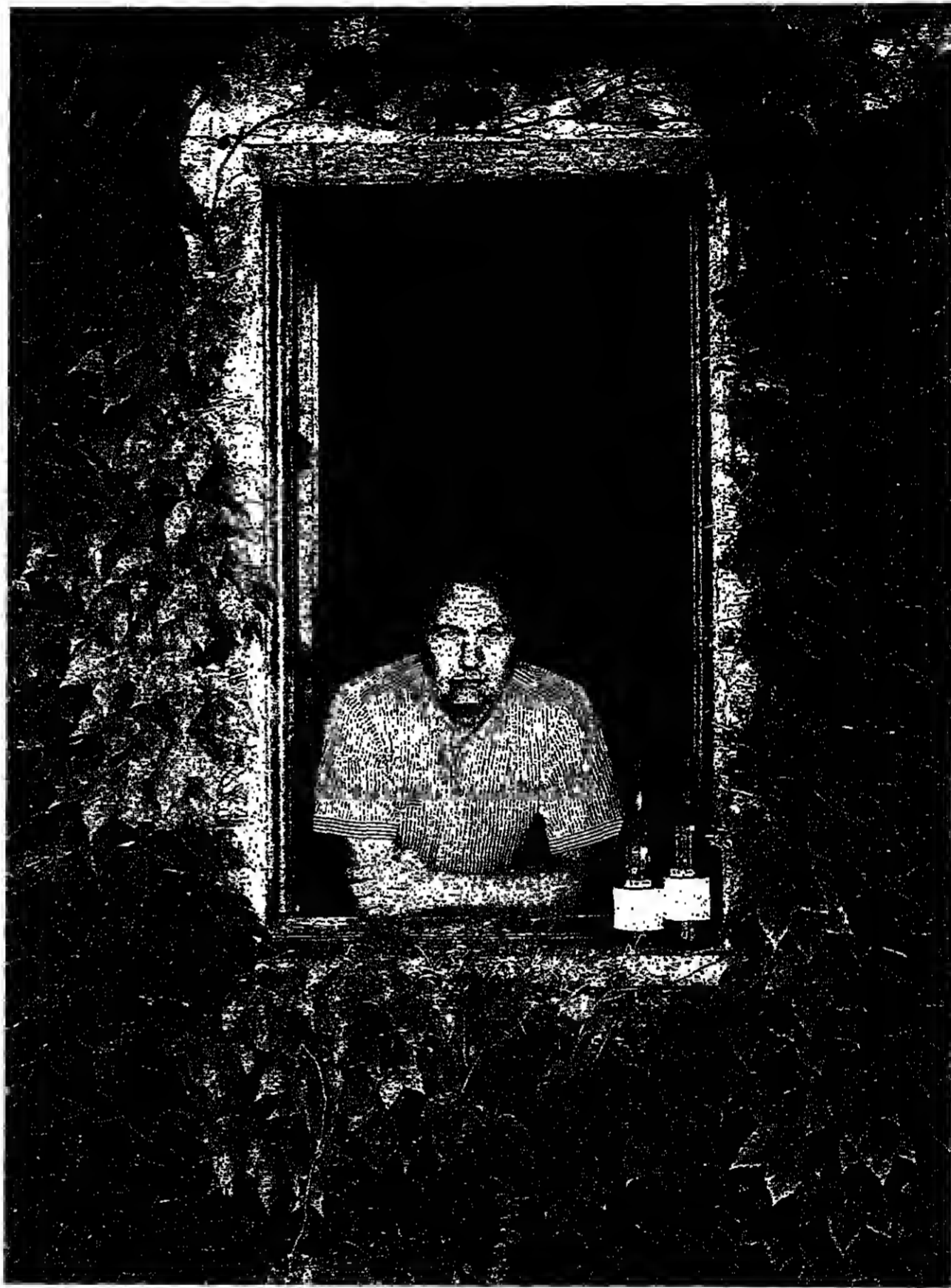
Angelo would love to talk to you," purred Angelo Gaja's earthy representative in London (his public relations manager). "He's about to enter the British market again and he thinks the Financial Times is very important." And no wonder. A case of one of his most famous Barbaresco can easily cost more than £1,000 - well up to first-growth prices levels. This is the man who has steadily built up the international cachet of his native village in Piedmont, north-west Italy - for long seen as "a loser wine" (initially for not being Bordeaux or Burgundy and subsequently for not being its more famous neighbour Barolo) - so that today Angelo Gaja is the Italian star in the wine firmament. It is typical of Gaja that by the time I meet him a few weeks later, all his top wines have been sold and his two agents, John Armit of London, Wil and Lay & Wheeler, of Colchester, Essex, are attempting to re-establish the Gaja name in Britain, after several false starts in the 1980s, with wines selling for a mere £180 to £270 a dozen. Rarity helps, of course. "This is a very delicate time for me but I don't need immediately a big result," he says in his urgent staccato, boasting immaculately tailored shoulders up to his ears. "After the three important vintages '88, '89 and '90, we made very little '91, '92 was a disaster, we declassified 25 per cent of '93, and in '94 and '95 hail destroyed 50 per cent of the crop. So in the last five years we have only 2% vintages to sell. At the same time, with the devaluation of the lira, even Gaja started to become cheap." He grins wickedly, palms flattened innocently outwards. One watches rather than listens to Gaja, thanks to the almost balletic nature of his gestures. As he cries "Oh, my God!", he hollows his chest, rolls his eyes and pounds his throat with twin fist bookends. And this is simply to refute the idea that he set up his fancy

The wines of Angelo Gaja

Gaja is keen to distance himself from Gajal of Cote-Rouge who could also sell his three, stratospherically priced single-vineyard "crus", many times over, to eager buyers all over the world. He has no equivalent of Gajal's large-volume Cote-du-Pinon. He makes only 3,000 cases of his regular Barbaresco every year; 3,000 of Barolo "less expensive because I haven't built the market yet"; 1,000 of his Damasci Cabernet Sauvignon; and about 400 of carefully crafted wine from another interloper, Chardonnay. Because of his energetic market building, his wines are expensive. Evidence of his sheer driving ambition, they are extremely slow-maturing. For current drinking he suggests 1986, 1983 but not yet 1978 regular Barbaresco, 1982, 1979, 1970 and 1971 crus; iridescent San San Lorenzo, massive Sor Tildin and bracing Costa-Rossa. My advice is to try the relatively accessible 1982 Sot Moreasco for a taste of Gaja Nebbiolo at £15 a bottle, and persuade your richest, most generous friends to invest in the rest.

wine import business in Italy to reflect glory on his own wines. "I don't like, I never looked for 'Gaja equals Domaine de la Romanee Conti importer' idea." Gaja Distributione makes as much money as his own vineyards, totalling more than 100ha in Piedmont alone (including Barolo nowadays), supplemented by Tuscan holdings in Brunello di Montalcino. Gaja's hero is California's Robert Mondavi, another PR genius. "He is a very important figure in the international wine fraternity. His hero is California's Robert Mondavi, another public relations genius. "So alive, so brilliant - a brother. He has passed on his abilities to his son Tim, and he experiments

to enlarge the knowledge of all his staff. When I experiment, every last one in the business and the house is capable of understanding what I am doing." The Gaja ménage, and succession, are fascinating. He took over the family business from his father in 1963 after eight years working in the vineyards - "a very good school, a life school, for me". He had already taken an MA in economics - in fact, the only silence during our encounter followed my asking him how important he thought that acquired expertise had been to his business. There was a contemplative intake of breath and then: "Yes, I cannot deny it, but I always regret losing a bit of time in the winery." It gave him the insight, however, to remain independent of banks. His expensive expansionism, involving not just land but financing his own oak seasoning for the all-important barrels, has been financed by personal loans from a few individuals, some of them his father's customers originally, who are "strong believers in me. I never had to give them shares; they just like my wines. This was an important key." Financial independence has been underpinned by domestic felicity. Gaja employs 60 people in the correct proportions for someone with his unusual understanding of both wine quality and economics: 45 in the vineyard, six in the cellar



Window on the world: Gaja is so practiced an interviewee, he automatically stops talking when the cassette runs out in the tape recorder

and six in the office, energetically led by Lucia, his wife. "She works six days a week. She is very strong. I am lucky." They have three children: Gaia, who is a 17-year-old classical, Rossana who is 14 and studying oenology in nearby

Alba, and Giovanni who is just three. "Two years ago when Giovanni was a baby I bought four hammers. We crashed the television. (He mimics this destructive act.) Of course, we lost something, but we recuperated a little bit more talking. Yes of course we talk about the business sometimes..."

"I try to explain to my daughters, choose a job you like but consider you have an opportunity with Gaja. The name is practically built. If you like to do something else, okay..."

And what about Giovanni's future, I ask with a smile. Gaja hoots with laughter and holds out his palms like two empty pages just waiting to have a life history engraved on them. "No predestination whatsoever!" he tries to say with conviction.

Appetisers Books to tempt

Henrietta Green's Food Lovers' Guide to Britain (BBC Books, £12.99) has become essential for the glove compartment. Travellers to Yorkshire and Humberside might like to add Jill Turton's enthusiastic and deliciously anecdotal Good Food in Yorkshire and Humberside (Fig Tree Press, £8.99) which also covers places to shop and which producers to visit.

For a visit to the Emerald Isle, arm yourself with the new edition of The Bridgestone Irish Food Guide by John and Sally McKenna (Estragon Press, £13.99). Romping round both north and south, this covers - in rollicking Guinness and Blarney-stone style - food producers, shops, markets, pubs, eateries and places to stay. Bobby Freeman's First Catch Your Peacock (Y Lolfa, £9.95) is the welcome revised and updated publication that went on sale 15 years ago. This valuable guide to the origins and development of Welsh foods, customs and cooking, with hundreds of recipes, is for readers at home rather than keeping in the car.

A refreshing way to quench thirst and support a good cause is to drink chilled Brogdale apple juice. This is available in six varieties: Bramley (the sharpest), Cox, Crispin, Egremond Russet (the sweetest), Fiesta and Worcester Pearmain, all grown the traditional way in the Kentish orchards that are the home of Britain's National Fruit Collection.

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Philippa Davenport

Eating Out

Sofra - so good, so healthy

Nicholas Lander on the success of Turkish food in central London

If business school students were to look at the growth of London's Sofra restaurants, they would find it an interesting case study. By the end of this year, Sofra expects a turnover of £7.5m from its 12 West End sites, employing 160 staff to serve 660,000 customers. Gross profit for 1995 was £350,000. The food, predominantly Turkish, is flavoured and healthy, underpinned by olive oil, pulses and vegetables. The prices are reasonable with introductory offers at lunch from £5, and a robust lunch

and dinner meze of 11 dishes at £3.45 a person. Where any business school would quibble is with Sofra's relatively small financial return. Huseyin Ozer, Sofra's founder, owner, designer, menu planner and marketing director, would not disagree but says: "I don't do this to make money. I do it because I love it." He adds, with considerable Middle Eastern charm: "Surrounded by wine, food and friends, this is like having a birthday every day." This is the situation today, with Ozer able to indulge his

passion for Issey Miyake clothes and horse riding. It was not always so. In 1976 Ozer arrived in London to learn English, supporting himself by working part-time in a Turkish restaurant. In 1981 he took over a restaurant in Shepherd Market and turned it into a thriving concern. "I am really a cook rather than a restaurateur," Ozer said over lunch in his busy Covent Garden restaurant, "and I have loved cooking ever since I was a boy. What I try to do in London is replicate what I used to eat in Turkey and, just as important, the generosity with which food is served in Turkey, not so much in the cities but in the countryside." Ozer believes he can achieve this in a different way. First, he converts untrained staff to his own standards. With some pride he explains that the waitress is a former receptionist, the water e former actor and the general manager used to be a lawyer. Second, he ensures that the

decor is clean, light and simple with money only obviously spent on modern but comfortable chairs. The food is served on plain white crockery. There are no paintings on the walls and no music at lunchtimes. Ozer stresses: "There is to be no pretentiousness." Nothing must displace the natural flavours of humus, kamara, a traditional chick pea dish served with diced lamb fillet; lightly fried triangular borsaks, filo pastry filled with feta cheese; manca, spinach mixed with fresh yoghurt and garlic; semi-circles of lahmacza, a type of Middle Eastern pizza; and Turkish yoghurt, mixed with diced, fresh apricots and chopped pistachios. "When I began to expand in the mid-1980s," Ozer said, "I went back to Turkey to learn more recipes not from other chefs but from Turkish housewives whom I think are my country's best cooks. Then I sent a couple of my chefs to learn more. One was French and while he was there he met



Huseyin Ozer, Sofra's founder, owner, designer, menu planner and marketing director

a Turkish girl, fell in love and, sadly for me, never came back." On to his recipes Ozer has grafted a unique marketing strategy which he refers to as

"fathers and sons". The restaurant kitchens begot food for other parts of the empire. The 12 Sofras are divided by price into restaurants, bistros and cafes but are heavily

concentrated close to one another in Ozer's favourite corners of London's West End, initially Mayfair, then Covent Garden and now Soho. The rationale, according to Ozer, is

simple. "By offering a choice at different prices people can come to Sofra more than once a week."

A key element in this strategy has been the Café Sofra restaurants, first opened in 1983. In addition to the meze they serve filling sandwiches, such as chobani kavurma, lamb with tomatoes and onion and chicken, and tavuk, a boneless chicken leg with herbs and spices.

Ozer has opened these in small, inexpensive sites no more than 50 yards from an already existing Sofra restaurant or bistro in which the kitchen provides the café with all its cooked food. The latest addition to this family is Patisserie Sofra, the third business owned in the Tavistock Street area. This will serve the finest Turkish Delight, which Ozer spent months tracking down in Turkey.

He hopes to introduce more Londoners to his inexpensive, brand of eating and is also acting as an unofficial ambassador for Turkish food: he is just off to Sydney to promote Turkish olive oil.

Ozer's time in England has supplied a role model. "I would like Sofra to become the Marks and Spencer of British restaurants - reliable, excellent value and, one day, I hope, all over the country."

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James Morgan

British editors up the beef stakes

No week in a tabloid is complete without poorly executed cartoons or nostalgic half-truths

Jeffrey Green may not be known to you, yet this resident of Streatham, in south London, has gained international fame thanks to a letter he wrote to *The Times* last month. He was vexed by German reaction to the British beef problem: "I have no doubt that the number of Britons killed each year by German cars far exceeds the number of Germans killed annually by British cows. Surely we should be seeking the destruction of German cars and not British cows."

line from another *Times* reader who said he was giving up Bahisen biscuits, which are German, for the duration of the beef war. *Le Monde* headed its account of British reactions to this affair: "The mad cow inflames the British press." The one attempt at exegesis came when dealing with a headline from *The Star*: "Bullocks to the European Union." I shall not translate the French summary of this English pun.

A montage of tabloid front pages appeared in the *New York Times*. For the *Times*, British stories often provide relief from its standard fare, a relentless examination of every corner of the universe of news. Inspections of dwarf stars, like Saddam Hussein, and black holes such as North Korea dominate the foreign pages so a visit to Planet Loony is a rare treat, and the local press ensures it is worth the detour.

The tone of the coarser papers sometimes alarms those who share their views but express them more tastefully. Thus *The Daily Telegraph* and its Sunday sister attempt either to rehabilitate or deny the concept of British xenophobia. The project results in endless words on how awful foreigners can be, just as bad as us in fact. The London correspondent of the *Frankfurter Allgemeine Zeitung* told his readers that he could not see the word "German" appear on

the *Telegraph's* letters page without immediately taking cover. The enthusiasm of British editors for a beef war is matched only by their enthusiasm for the second world war. No week in a self-respecting tabloid is complete without poorly executed cartoons or nostalgic half-truths alluding to the events of more than half a century ago.

Last Monday the *Telegraph* unwittingly explained the phenomenon. It published the results of a poll that showed that the British thought their country was going to the dogs, everything was worse than when the last soundings had been taken in 1988. Not only did the sample think everybody was more worried, nastier and less healthy than they were then, they were also less intelligent and less educated. My own experience does not confirm this view although I believe young people were better looking 28 years ago.

Peter Aspden Get even, get rich



To no one's great surprise, the Princess of Wales has been attracting enormous crowds during her visit to the US. But it is not the kind of attention she receives in her homeland. Witness the advice of a Chicago television station on how to cope with the protocol of meeting a member of the British royal family: "Do not bow or curtsy before the Princess. Americans do not bow before anyone."

'Pretty Woman' had some ugly effects on business in Beverly Hills

that occasion the odd twinge of self-consciousness among Americans. I spent last weekend in Beverly Hills, where a campaign is under way to convince people that, although it is one of the most exclusive shopping districts in the world, it also has time for those whose charge cards do not glister with platinum.

Local businesses are tired of their image as snobbish, unfeeling purveyors of luxury goods to the over-rich. Everyone talks of Julia Roberts in Beverly Hills; not because she shops there, but because of that Famous Hollywood Scene in which she is snubbed by a haughty designer store for chewing gum and wearing the *outré* outfit of a dime-a-night hooker. It seems that *Pretty Woman* had some ugly effects on business in Beverly Hills.

So now, parallel to Rodeo Drive, we have the twin attraction of Beverly Drive, a street of "moderately priced retailers" - The Gap, Banana Republic, Limited Express - to go alongside all those exotic Italian names a block away.

Forget not being able to afford the Regent Beverly Wilshire (memorable scenes of further humiliation for Julia Roberts); the city now boasts of its \$65-a-night hotels, its coffee shops, its user-friendly ambience. It all strikes me as a little misbegotten. If you want a cup of coffee, go to Paris. If you want to walk around looking for bargains, go to a Middle Eastern souk.

Christian Tyler talks to painter Carel Weight about his credos

Tucked among the 1,300 paintings in the Royal Academy's summer exhibition opening tomorrow is a picture called "The Promised Land" by Carel Weight, RA. "The idea is God taking a prophet across a hill to show him the world of plenty," said its author, explaining that he had recalled the picture and spent months tinkering with it in order to "solve some problems".

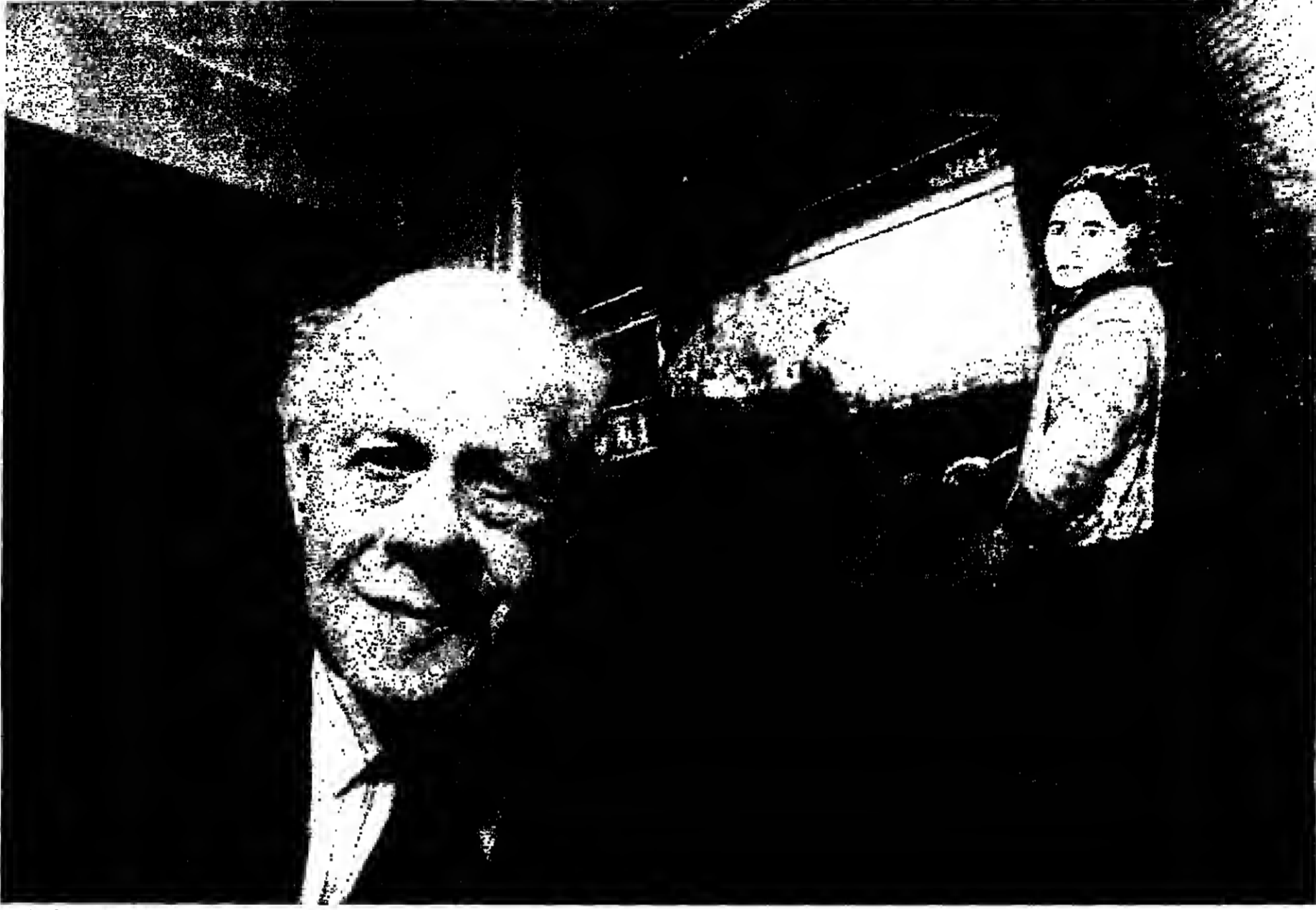
Each year, about this time, art critics mention Weight among the "old favourites" of the Academy before proceeding to give the summer show a ritual pasting. Yet the exhibition is popular, and in both senses of the word. Not only is it one of the best-attended art events of the season, it is also the only place where amateurs can see their work bung alongside that of professionals.

Weight, a loyal member of the club, has himself had trenchant things to say about the show in the past. These days, at the age of 57, he is inclined to be kind. "I don't want it to be changed too much, really," he said. "I'm a terrible old stick-in-the-mud." But the crocodile smile which spread slowly round his face suggested the description was not meant to be taken literally.

This year's frisson at the Academy was provided by a reported plot to contaminate the summer show with *avant-garde* works of the pickled shark, sliced cow and woman-in-a-case variety - and critics on both sides of the argument will no doubt revive the story this weekend.

Weight is more concerned about plans for "architecture centre" in the building behind Burlington House. "Roger de Grey [late president of the RA] got a lot of money out of rich Americans. From being rather poverty-stricken, the Academy's rolling in money. But we would prefer to be left on our own. After all, we have been there for nearly 250 years. A lot feel it's all very well, but they're dealing entirely in money. We're dealing in art."

Some critics argue that the art "establishment" has moved from the once-fusty Royal Academy to the Tate, where Nicholas Serota is in charge. As asked Weight if he agreed, "I think I do. Serota always wants to show he is absolutely on the ball with the latest things. He may be. But if you go through the Tate, a vast amount of the work on the walls is what you would call old-fashioned stuff. He's even given me a show!"



Carel Weight: 'Slightly eerie things got all my nervous system going; my nerves play up, almost tingling'

Panic down at the Academy

things based on, shall we say, glazed white circle in the centre. They are Weight's visions of another world. The likeness to palattes is not misplaced, however.

"Sometimes you look down at your palette and you find these holes," he said. "At once, it kindles one's imagination. All that sort of thing is a gift from God if you like. This is a personal thing. It's a thing I discovered." They look like representations of a near-death experience - the light at the end of the tunnel. So I asked Weight if he was contemplating a next world. His answer was enigmatic: "One is always slightly careful what one says to God in case he really is there. No, I don't know really."

Are you interested in metaphysical things? "No, I don't think I am at all. Although, you know, sometimes weird things happen to one, and one begins to wonder. But I never do more than wonder because it's beyond me."

What he does know is that all his painting is motivated - inspired, rather - by tension, anxiety or panic. "I feel constantly nervous about things. If I go to bed and I hear strange noises, I at once feel worried. I don't have a revolver or anything like that, but I take hold of a poker or something and go and investigate."

"I love going out at night. Sometimes it's quite a fearsome thing, walking in a park and seeing the shapes of the trees. It still worries me. Sometimes it delights me as well."

Do you try to get rid of this worry by painting? "No, I would like it to stay. Slightly eerie things get all my nervous system going; my nerves play up, almost tingling. ... Don't you have that?"

Even his humorous pictures - like *The Speed Merchant* of 1956 - are the product of fear, in this case the anxiety he felt riding a bicycle for the first time.

Letter from Madrid / David White

A señorita in the bullring

One, Jesulin de Ubrique, a big success last season and an extraordinary hit among female fans, who have been known to throw knickers into the ring for him, refuses point-blank to appear on the same bill as a woman.

Last year, when Sánchez was first presented in Madrid's Las Ventas ring, she was heckled in vulgar manner. Women objected, with barely veiled hostility, to the young woman, "Woman and the trying-pun belong in the kitchen" (it rhymes in Spanish).

For those who deplore bullfighting, the sexual breakthrough poses a political correctness quandary. Is the achievement of equal status in a given activity to be applauded even if the activity itself is suspect?

Sánchez, in any event, has rapidly been accumulating friends and admirers. Bullfighting critics have rallied to her side, recognising in her the qualities of technique, courage and character that are supposed to make a matador.

In her last Madrid appearance as a novillero - an apprentice fighter of young bulls - she was given an animal that many spectators thought too weedy. But she refused to be fazed by the protests, and in the end the Madrid public, too, took to her feet for her.

Her appearance in Nîmes - France is very much a thriving part of the bullfighting scene these days - was to take her *alternativa*, this profession's equivalent of a doctorate. It makes her the first woman on the Spanish list of matadors entitled to fight and kill full-grown bulls.

The ceremony involves receiving the sword and *muleta* - the red cloth - from a senior colleague acting as godfather for the occasion. In her case it was the veteran Curro Romero, the Andalusian matador who is still fighting at 62. It seems we will soon be seeing not just women in the bullring, but pensioners too.

As the triumphant bull-fighter is carried out of the ring astride someone's shoulders, two helping hands come up from behind to support the buttocks. Evidently, this part of the ritual was not designed with women in mind. But Cristina Sánchez was hardly going to object, ending in this fashion her first afternoon as a fully fledged *matador de toros* in the Roman amphitheatre of Nîmes in south-west France.

Her arrival in the male world of the bullring has, for the moment, eclipsed the other feats of the season and split the bullfighting fraternity into supporters and doubters.

Many in Spain pooh-pooh the idea of a woman fighting, or scratch their heads disapprovingly. Others are more vaguely uncomfortable, worried about what the reaction would be if a woman were badly injured in public.

In Burgos, where Sánchez is booked to fight at the end of this month, she has had trouble getting other star bullfighters to take part in the same programme.

Although she does bring a particular feminine grace of movement, she follows faithfully all the manners established by the male practitioners, the strutting gestures, the defiant pouting expression, the flamboyant flourishes. The costume is the same in every detail. The slippers and pink silk knee-highs, remember, are part of the men's garb too. And even the blonde pig-tail is true to tradition, although modern male bullfighters favour a token artificial hair-knot instead.

A Spanish weekly magazine teased her on its cover with the exclamation *Torera! Torera!* The Royal Spanish Academy's dictionary does accept the feminine form of the word. But Cristina Sánchez will have nothing of it. It is *torero* or nothing.

Not everyone would follow this notion: after all, the spectator is made only too acutely aware of the male bullfighter's genitalia stuffed into the tight breeches (always, incidentally, on the left). Sánchez makes a similar argument, that this is an art and that art has no gender.

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In The News

Israel embarks on a roller-coaster ride

Stock market panic greeted Netanyahu's poll victory. What now for the economy and peace process? asks Julian Ozanne

First came the panic, then a slight correction and, finally, a dose of sober realism as Israel's stock market reverberated this week from the electoral victory of right-wing Likud leader Benjamin Netanyahu.

Moreover, Israel's equity market has become increasingly insulated from political risk and the ups and downs of peace talks. Economic fundamentals such as growth, corporate earnings and interest rates now play a much greater role in determining stock prices than ever before.

The reason the panic did not turn into a rout rests mainly with foreign investors - who have largely driven the market in the past year - and economic fundamentals

Clearly, the market wanted prime minister Shimon Peres to win the election and continue with the fragile peace process and policies to cut the budget, reduce interest rates and curb inflation. Many analysts and brokers believed a Netanyahu victory would threaten the peace process and its trade and investment flows since 1993 when the Israeli/Palestinian peace agreement was signed.

Other large firms such as Teva Pharmaceuticals and Maktel, a giant agro-chemical corporation, do between 65 and 90 per cent of their business abroad. Even if the peace process slows, growth will probably continue, although at a slower rate. Economic growth is forecast at 5.5 per cent in 1996 compared with an average of 6.5 per cent between 1993 and 1995.

New issues

Private investors in the £2bn British Energy float, scheduled for early July, will be able to choose between a discount of 10p a share or a one-for-15 bonus on the first 1,800 shares they hold for three years.

The incentives, however, they will have to register with share shops and apply through them. Payment for shares will be in two instalments, with dates to be announced on Monday.

Bids

Shareholders halt BBA

BBA Group, the engineering group, yesterday abandoned plans to mount a £2.4bn hostile bid for Lucas Industries after shareholders warned they were reluctant to back such a large takeover.

Lucas had vowed to fight any hostile bid vigorously, saying it intended to complete the merger by the autumn. The battle for Allders International, the duty-free business of the Allders department store group, seemed to have been settled in favour of Swissair this week when the airline's £160m cash bid was accepted by the company.

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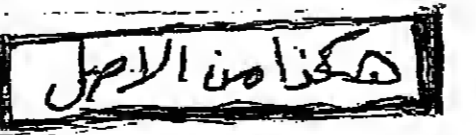
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Table with columns for fund names, prices, and changes. Includes 'Money Market Trust Funds' and 'Money Market Bank Accounts'.

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Table with columns for fund names, prices, and changes. Includes 'Prudential Individual Pension Funds' and 'Scottish Equitable plc'.

Table with columns for fund names, prices, and changes. Includes 'Scottish Life Assurance Co Ltd' and 'Standard Life Assurance Company'.

Table with columns for fund names, prices, and changes. Includes 'The Co-operative Bank' and 'Windsor Life Assurance Co Ltd'.

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SAVE YOUR POCKET MONEY. (CHILDREN GO FREE AT NOVOTEL). Lots of hotels claim they welcome children. But at Novotel, kids under 16 really do stay free and enjoy a free breakfast when they share a room with two adults.

MANAGEMENT SERVICES

Table listing various management services, including 'Capital Trust Financial Management', 'Jaffin Hedge Bank Ltd', and 'Merrill Lynch & Co Ltd'.

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FT MANAGED FUNDS SERVICE

FT Cityline Unit Trust Prices are available over the telephone. Call the FT Cityline Help Desk on (+44 171) 673 4378 for more details.

Main table containing financial data for various funds, including columns for fund names, prices, and performance metrics. Includes sub-sections for 'OTHER OFFSHORE FUNDS' and 'OFFSHORE INSURANCES'.

MANAGED FUNDS NOTES
Prices are in pence unless stated otherwise.
Units are in pence unless stated otherwise.
Prices of other unit trusts are subject to change.

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WORLD STOCK MARKETS

NORTH AMERICA

UNITED STATES (Jan 7/US)

Table of US stock market data including S&P 500, Dow Jones Industrial Average, and various sector indices.

CANADA (Jan 7/Can)

Table of Canadian stock market data including the TSX 300 index.

MEXICO (Jan 7/Mex)

Table of Mexican stock market data including the IPC index.

EUROPE

AUSTRIA (Jan 7/Aus)

Table of Austrian stock market data including the Vienna Index.

GERMANY (Jan 7/Deu)

Table of German stock market data including the DAX index.

FRANCE (Jan 7/Fra)

Table of French stock market data including the CAC 40 index.

NETHERLANDS (Jan 7/Ned)

Table of Dutch stock market data including the AEX index.

SPAIN (Jan 7/Spa)

Table of Spanish stock market data including the IBEX 35 index.

EUROPE

IRELAND (Jan 7/Ire)

Table of Irish stock market data including the ISEQ index.

ITALY (Jan 7/Ita)

Table of Italian stock market data including the FTSE MIB index.

NETHERLANDS (Jan 7/Ned)

Table of Dutch stock market data including the AEX index.

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Advertisement for Peregrine investment services, featuring the text 'Asian Buy, Sell or Hold?' and 'Speak to Peregrine, the leader in Asian equities, derivatives, country funds, fixed income securities and GDR's.'

INDICES

Table of international stock indices including Australia, Canada, Germany, Hong Kong, India, Japan, Korea, Malaysia, New Zealand, Singapore, South Africa, Taiwan, Thailand, and the UK.

INDEX FUTURES

Table of index futures data for S&P 500, Dow Jones, and Nikkei.

US INDICES

Table of US stock market indices including S&P 500, Dow Jones, and various sector indices.

NEW YORK ACTIVE STOCKS

Table of active stock data from the New York Stock Exchange.

AFRICA

Table of African stock market data including South Africa and Mauritius.

TRADING ACTIVITY

Table of trading activity data for various markets.

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Table of African stock market data including South Africa and Mauritius.

TRADING ACTIVITY

Table of trading activity data for various markets.

Footnote containing market data sources, copyright information, and contact details for the publisher.

WORLD STOCK MARKETS

AMERICA

Interest rate worries pressure Dow

Wall Street

Rising long-term interest rates and worries that the Federal Reserve would raise short-term rates in July sent US share prices lower in lunchtime trading, writes Lisa Branstetter in New York.

The Dow Jones industrial average fell nearly 90 points in the first 30 minutes as the yield on 30-year Treasuries jumped over 7 per cent. Figures from the Labor Department showed that 345,000 new non-farm jobs were created last month, far more than the 170,000 that economists had expected.

throughout the morning, however, blue chip stocks managed to regain their footing by late morning. At 1 pm, the Dow was off 42.48 at 5,624.71 and the Standard & Poor's 500, which initially lost nearly 11 points, was off 7.72 at 665.31.

lower and the Morgan Stanley biotech index slumped 1.6 per cent. Commercial banks, whose margins would be squeezed by higher interest rates, were hard hit. Chase Manhattan Bank shed 1 1/4% at 77 1/4.

Latin America

Latin American market were pressured by worries of higher US interest rates. MEXICO CITY's IPC index pulled up from a sharp early fall but was still 16.22 weaker at 3,255.72 in late morning trade, shrugging off an upward revision in April's trade surplus to \$973m.

Canada

Toronto was sharply lower at mid-session with the TSE-300 composite index down 4.97 at 5,116.40 in volume of 43m shares.

Frankfurt pauses after impressive early burst

Andrew Fisher on prospects for German equities

After an impressive burst at the beginning of this year, the German stock market has stopped in its tracks - unwilling to keep up its previous pace, but unsure whether to retreat.

its mind yet, says Mr Maarten Slendebeck, German country analyst. "The picture is not very exciting. We continue to take a fairly negative view on German equities."

Even so, both developments look like marking a sea change for the economy and in the way companies treat shareholders and organise their own activities.

EUROPE

Bourses trail down in reaction to US news

The anxiously-awaited US jobs data dashed the optimists' expectations and left European markets trailing Wall Street in afternoon trade. PARIS, which was up by half a percentage point in advance of the jobs figures, ended with the CAC-40 index down 31.33, or 1.5 per cent at 2,101.99.

chips. The SMI index finished 37.6 down at 3,547.9. SMH, the watchmaker, fell SFR23 to SFR82 on profit-taking, in spite of the company's forecast that group net profits could grow at a double-digit rate this year.

launched on the market last November at L5,250 a share. Mr Romano Prodi, the prime minister, said that the size of the new issue would depend on the performance of the stock market.

attract coalition partners from among the socialist parties. Utilities shares, heavily traded, saw Kepez rising TL6,000 to TL75,000 and Kucurova up TL4,000 to TL6,000.

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Share prices moved both ways, and a number of the newsworthy stocks which made gains early in the day held some of them to the close. Pininfarina-Printemps-Redoute closed FFR39 higher at FFR1,641, after an earlier high of FFR1,693 and a positive annual meeting on Thursday.

to SFR9,430, led the pharmaceuticals sector down. MILAN ran in to selling pressure after a firm start, and the Comit index led 4.04 to 950.94.

banks closing SKR6 lower at SKR140. Some of the pain in Sweden, and in HELSINKI, was eased by the plans of St Anne, the Canadian forestry company, to raise its Alabama hardwood pulp price by \$50 to \$500 per tonne from July 1.

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ASIA PACIFIC

Taipei up 1.3% as tankan leaves Nikkei cold

Hopes that the new cabinet would soon take measures to boost the slowing economy drove TAIPEI up 1.3 per cent while news that Taiwan's May trade surplus had soared by 12.7 per cent also helped the weighted index, which rose 77.49 to 8,095.54 in heavy turnover of 785.53bn.

the afternoon they blamed the US jobs data, scheduled later in the day, for their inactivity. The Topix index of all first section stocks fell 8.79 to 1,659.69 and the Nikkei 300 by 1.35 to 303.55.

sharply in New York, gained 90 pesos to L640 on rumours that last year's earnings jumped by 60 to 70 per cent.

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THE WEEK'S CHANGES

Table with columns: Location, % Change. Includes Istanbul (+7.2), Warsaw (+6.3), Stockholm (+0.9), Madrid (+0.7), Zurich (-0.3), Paris (-0.4), Milan (-1.1), Helsinki (-3.0).

Table with columns: Location, % Change. Includes Bombay (+3.8), Taipei (+2.2), Manila (+0.5), Hong Kong (-0.6), Tokyo (-0.9), Sydney (-2.0), Shanghai B. (-4.1).

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LONDON EQUITIES

LIFE EQUITY OPTIONS

Table with columns: Option, Call, Put, etc. Includes various equity options with prices and dates.

RISES AND FALLS

Table with columns: Rise, Same, Fall. Lists various equity indices and their performance.

LONDON RECENT ISSUES: EQUITIES

Table with columns: Issue, Price, etc. Lists recent equity issues in London with prices and terms.

RIGHTS OFFERS

Table with columns: Issue, Amount, etc. Lists rights offers with amounts and terms.

FINANCIAL TIMES EQUITY INDICES

Table with columns: Index, Value, etc. Lists various equity indices and their values.

FT GOLD MINES INDEX

Table with columns: Index, Value, etc. Lists the FT Gold Mines Index and its value.

TRADEPOINT INVESTMENT EXCHANGE

Table with columns: Volume, etc. Lists TradePoint Investment Exchange volume and other data.

FT/S&P ACTUARIES WORLD INDICES

The FT/S&P Actuaries World Indices are owned by FT-SE International Limited, Goldman, Sachs & Co. and Standard & Poor's. The indices are compiled by FT-SE International and Goldman Sachs in conjunction with the Faculty of Actuaries and the Institute of Actuaries, MacWest Securities Ltd. who is a co-founder of the indices.

NATIONAL AND REGIONAL MARKETS

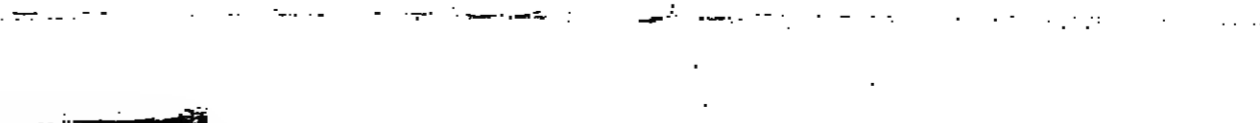
Large table with columns: Country, Index, % Change, etc. Lists national and regional market indices for various countries.

THE WORLD INDEX (200)

Table with columns: Index, Value, etc. Lists the World Index (200) and its value.

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LONDON STOCK EXCHANGE

MARKET REPORT

US employment report demolishes UK equities

By Steve Thompson, UK Stock Market Editor

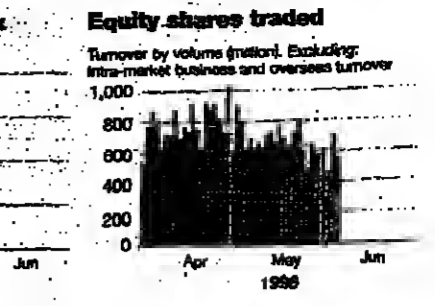
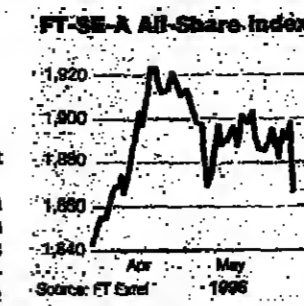
A much larger-than-expected increase in the US non-farm payroll for May, inducing fears that economic activity in the US is picking up faster than economists and market observers had expected, produced another severe setback in London's equity market yesterday.

The Dow Jones Industrial Average plunged over 70 points, demolishing the fragile recovery in UK stocks that followed the surprise cut in domestic interest rates on Thursday. The cut in UK rates was viewed by many observers as a policy inspired and another indicator that a general election in the UK may be closer than previously expected.

Equally alarming for the UK market was the initial slump in US Treasury bonds, which fell around 2 points, and which unhinged the gilt market, where the 10 year gilt ended around 1/2 lower and the 20-year gilt just short of a point lower.

The news from the US saw UK shares tumble and the FT-SE 100 index slide below the 4,700 level before stabilising in line with Wall Street.

At the close of trading, the FT-SE 100 index settled a net 53.5 lower at 3,706.8. The sell-off in equities was much less evident in the second line stocks, where the FT-SE Mid 250 index dropped 34.8 to 4,445.8.



Indices and ratios table with columns for Index Name, Value, and Change.

FT-SE 100 Index table with columns for Index Name, Value, and Change.

TRADING VOLUME IN MAJOR STOCKS

Table listing trading volume for various major stocks like AstraZeneca, BHP, and British Airways.

EQUITY FUTURES AND OPTIONS TRADING

Table showing turnover and volume for equity futures and options contracts.

NEW 52 WEEK HIGHS AND LOWS

Table listing new 52-week high and low stocks with their respective prices and changes.

CHIEF PRICE CHANGES YESTERDAY

Table listing price changes for various companies like British Airways, BT, and British Telecom.

Bae hit all-time high

There was no stopping British Aerospace as the shares powered to a new high boosted by brokers' recommendations and the prospect of positive news for the company.

Thames busy

Thames Water, one of the favourites in the sector to receive a takeover approach, rose shortly before the close to achieve a gain of 7 pence, an unusually heavy turnover of 12m shares.

Liberty jumped 42 pence yesterday

Liberty jumped 42 pence yesterday, with a number of investors buying for the dividend. The shares go ex-dividend on Monday.

FT-SE Actuaries Share Indices

Table showing FT-SE Actuaries Share Indices for various sectors like FT-SE 100, FT-SE 250, etc.

The UK Series

Table showing UK Series data including Year, High, Low, and Change for various indices.

Hourly movements

Table showing hourly movements for FT-SE 100, FT-SE Mid 250, and FT-SE All-Share.

FT-SE Actuaries 350 Industry baskets

Table showing FT-SE Actuaries 350 Industry baskets for various sectors like Electricity, Water, and Banks.

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The FT-SE Actuaries Share Indices are calculated in accordance with a standard set of ground rules established by FT-SE International Ltd in conjunction with the Institute of Actuaries.

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Fidelity advertisement: If you're an active trader, act now. Trade at least 25 times a year? Look what Fidelity Active Trader offers you. Commission from £15 - Priority Callfree access to qualified dealers. Excess ICSS cover up to £5m. Designated nominee service. And more. Call free today.

Medical Supplies advertisement: Drawing needles, latex and plastic products, medical instruments & appliances. Country of origin: China. Best Quality, Price & Delivery.

Open Facility advertisement: OPEX is a leading facility for those seeking to improve their company's performance. Shares traded on OPEX should be considered high risk investments.

LONDON SHARE SERVICE

INV TRUSTS SPLIT CAPITAL - Cont.

Table listing various investment trusts with columns for Name, Price, and % Change.

LEISURE & HOTELS - Cont.

Table listing leisure and hotel companies with columns for Name, Price, and % Change.

OTHER FINANCIAL - Cont.

Table listing other financial companies with columns for Name, Price, and % Change.

PROPERTY - Cont.

Table listing property companies with columns for Name, Price, and % Change.

SUPPORT SERVICES - Cont.

Table listing support services companies with columns for Name, Price, and % Change.

AIM - Cont.

Table listing AIM companies with columns for Name, Price, and % Change.

LIFE ASSURANCE

Table listing life assurance companies with columns for Name, Price, and % Change.

MEDIA

Table listing media companies with columns for Name, Price, and % Change.

PAPER, PACKAGING & PRINTING

Table listing paper, packaging, and printing companies with columns for Name, Price, and % Change.

RETAILERS, FOOD

Table listing food retailers with columns for Name, Price, and % Change.

RETAILERS, GENERAL

Table listing general retailers with columns for Name, Price, and % Change.

PHARMACEUTICALS

Table listing pharmaceutical companies with columns for Name, Price, and % Change.

TELECOMMUNICATIONS

Table listing telecommunications companies with columns for Name, Price, and % Change.

TEXTILES & APPAREL

Table listing textiles and apparel companies with columns for Name, Price, and % Change.

AMERICANS

Table listing American companies with columns for Name, Price, and % Change.

CANADIANS

Table listing Canadian companies with columns for Name, Price, and % Change.

OTHER INVESTMENT TRUSTS

Table listing other investment trusts with columns for Name, Price, and % Change.

INVESTMENT COMPANIES

Table listing investment companies with columns for Name, Price, and % Change.

OIL EXPLORATION & PRODUCTION

Table listing oil exploration and production companies with columns for Name, Price, and % Change.

PHARMACEUTICALS - Cont.

Table listing pharmaceutical companies (continued) with columns for Name, Price, and % Change.

RETAILERS, GENERAL - Cont.

Table listing general retailers (continued) with columns for Name, Price, and % Change.

PROPERTY

Table listing property companies with columns for Name, Price, and % Change.

SUPPORT SERVICES

Table listing support services companies with columns for Name, Price, and % Change.

TRANSPORT

Table listing transport companies with columns for Name, Price, and % Change.

SOUTH AFRICANS

Table listing South African companies with columns for Name, Price, and % Change.

GUIDE TO LONDON SHARE SERVICE

Prices for the London Share Service... This service is available to companies whose shares are regularly traded in the London Stock Exchange...

Rockwell, builder of the space shuttle, also makes the majority of the fax and data modems in the world. Rockwell logo.

LEISURE & HOTELS

Table listing leisure and hotel companies with columns for Name, Price, and % Change.

OTHER FINANCIAL

Table listing other financial companies with columns for Name, Price, and % Change.

Handwritten text in Arabic script: 'مكتبة الراجحي'



Producer's move unlikely to cause price war
Australian diamond mine to quit De Beers cartel

By Niall Tait in Sydney and Kenneth Gooding in London
The owners of Australia's Argyle diamond mine, the world's biggest producer of rough diamonds in volume terms, have decided to quit the producers' cartel - only the third party to pull out of the cartel's 60-year history.

While Argyle is the biggest producer in volume terms, it accounts for only 5 per cent - or about US\$4bn - of the CSO's annual intake in value terms. The Argyle stones also have small profit margins. The other producers to quit the cartel are Ghana in 1962 and Zaire in 1981. Zaire later returned. Argyle is 60 per cent owned by RTZ-CRA, the world's biggest mining company, while Ashton Mining, an Australian group, has 40 per cent.

was a big mine producing big diamonds. If RTZ ends up with a major mine we will be in there pitching in the belief we would stand a good chance of winning the marketing contract. Argyle, which up to now has sold between 22 and 26 per cent of its own output outside the cartel, said it would sell all its production direct to the world market through an existing European sale office in Antwerp when the contract with the CSO expires this month. The Antwerp office's main customers are two to three dozen companies, predominantly Indian, specialising in cutting small diamonds.

Japanese confidence

Continued from Page 1
balance of 4 per cent, up one point from the last survey, said input prices were going up. Rising costs and falling prices are set to sap corporate profits growth in the coming year. Manufacturers said they expect pre-tax profits growth of 13.2 per cent in the year to next March, after a 35.8 per cent increase last year. This is despite an expected modest rise in sales growth to 3.4 per cent, from 2 per cent. Bank officials yesterday voiced particular concern about the impact of the world decline in semiconductor prices on company profits.

Smokeless cigarettes draw little enthusiasm

Continued from Page 1
Mart, Chattanooga's biggest tobacconist, thinks RJR Nabisco has done a good job on the cigarette's flavour. He has sold more than 500 packs in three days - not bad for a new product costing 10 cents a pack more than other premium brands. One convert is Ms Heather Wingate, a student, who says she plans to stick with Eclipse. "I like the way they don't make my clothes smell or my apartment smell," she said. "Nobody complains when I light a cigarette, and I feel more considerate when I'm smoking around other people's kids."

entire pack just to get the effect of one Marlboro," she adds. "I like the concept a lot. It's a good idea," says the improbably named Mr David Crockett, a loan officer with a cigarette company. "But they don't seem to have any flavour to them, and if you don't sit and consistently try and smoke on them, they go out." "I don't like them. They are just too hard to smoke. You have to puff on them so hard to get any flavour out of them that it takes your breath away and makes you cough," says Mr Ronnie Hamilton, owner of a firewood business. But RJR Nabisco is not panicking. Test markets are a matter of months, not days, it says; and its goals are extremely modest. "If we can get just 1 per cent of the market, that will make Eclipse the most successful full-price cigarette introduction in 20 years."

ING sues for \$10m over staff poaching allegations

By Nicholas Denton in London
ING Barings sued Deutsche Bank yesterday for damages of more than \$10m in a sharp escalation of the dispute over poaching by the German bank of its rival's Latin American equities staff. The Internationale Nederlanden Groep subsidiary's complaint alleged that Deutsche Bank, Germany's largest and most respected bank, had conspired unfairly in raiding its Latin American operation. Deutsche Bank, which earlier this week announced it had hired 44 former ING Barings analysts, sales staff and traders in New York, Mexico, Brazil and Chile, is understood to have signed up several more employees in Argentina. The claims, lodged in the New York Supreme Court, include unfair competition, inducing breach of contract, interference with business relationships, misappropriation of confidential information, conspiracy to breach a fiduciary duty and breach of the covenant of good faith.

US investment banks occasionally sue one another in connection with staffing raids, but it is highly unusual for European institutions to become entangled in legal disputes over staff. ING Barings has not taken legal action against Mr Jonathan Beatson-Hird, the former head of its Latin American equity operations. Mr Beatson-Hird has a clause in his contract precluding solicitation of the company's employees. ING Barings had signalled its anger this week in a public condemnation of Deutsche Bank by Mr Hessel Lindenbergh, chief executive, and a letter from its parent to Mr Hilmar Kopper, Deutsche Bank chairman. Mr Michael Baring, head of equities at ING Barings, said: "Deutsche Bank can hardly be surprised to find themselves now involved in litigation." Referring to the current unprofitability of Latin American equities operations, he said: "Their hiring strategy seems to us to be completely unjustifiable on commercial grounds."

Deutsche Bank, which this week said its detractors' criticisms were hypocritical and self-serving, said it had not yet seen the ING Barings complaint. "We cannot comment on legal documents that we have not seen," the bank said. ING Barings has been forced to award pay increases in offices such as Peru to retain employees who remain. In Brazil, it reportedly indicated to one senior executive that his bonus was set to increase from \$375,000 last year to \$600,000 in 1996, although he has since left for what is thought to be a higher amount at DMG. Barings auditors sued, Page 4
Full of the poachers, Page 8

US jobs surge prompts share, bond sales

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Brothers, the investment bank, said higher long-term interest rates should restrain the economy later this year. But the Fed would have to "validate" higher bond yields by raising short-term

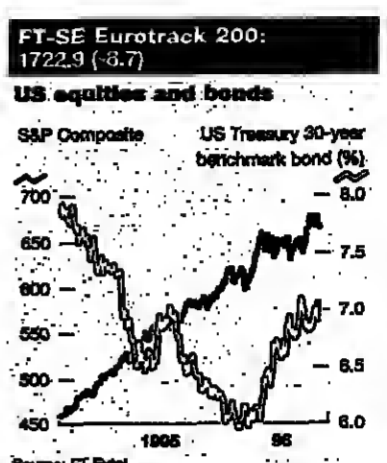
rates to avoid appearing soft on inflation in an election year. Mr Joseph Stiglitz, chief White House economist, indicated that he saw little justification for higher interest rates. The employment gains last month were broadly based, with

large increases in many service industries. But the jobless rate, which is based on a survey of households rather than companies, rose modestly to 5.8 per cent against 5.4 per cent in April, reflecting an increase in the number of people seeking work.

THE LEX COLUMN

Jobs jolt

It is possible to find reasons to shrug off yesterday's surge in US non-farm payrolls, which rose more than twice as much as expected in May. Explanations ranged from temporary hires ahead of the elections to construction gains triggered by the Atlanta Olympics. But none of this sounds very plausible. Given the scale of the jump - and the five-year high in year-on-year wage inflation - it is hard to believe the data do not signify a stronger economy. And these are the last official jobs figures before the next Federal Open Markets Committee meeting in early July. The real prospect of an interest rate rise in July is now widely acknowledged. Indeed, the September eurodollar futures contract is discounting more than a half point rate increase.



But with 30-year bond yields above 7 per cent - and two-year bonds now yielding only 70 basis points less - it may well be that an increase is priced in, and bonds, and therefore equities, should hold up reasonably well. The positive impact on the dollar should also be relatively muted. Higher interest rates are more likely to underpin the dollar at current levels - it reached a new high for the year on Friday - than to spur it on to new peaks. For one thing, the global consensus on the benefits of a stronger dollar is fading as US exporters start complaining and the Japanese economy shows signs of strengthening, while Germany also appears to be turning itself around. Without the political support it has enjoyed so far this year, the dollar may find it hard to push much above ¥110.

Nonetheless, Argyle's decision hints at bigger question-marks for the future. Argyle is 60 per cent owned by RTZ-CRA - and RTZ-CRA is expected to bring big, high-quality Canadian diamond mines on stream around the turn of the century. In theory, either RTZ-CRA or BHP, which is also energetically active in Canada, could sell outside the cartel. In practice, however, if RTZ-CRA and BHP hit lucky they are more likely to try wresting some power away from De Beers within the cartel - they will have every incentive not to work against it. The diamond cartel may not be forever - competition authorities could justifiably take a tougher stand. Until then, it has plenty of life in it.

Lucas Industries/BBA

BBA's decision not to bid for Lucas is a victory for industrial logic over financial engineering. That is not to say BBA's case had no merits. Combining BBA's brake pads with Lucas' foundations brakes would have made operational sense. But it would have been only the first step to building a world-class braking business. Mr Bob Quarta, BBA chief executive, would still have had to buy himself the missing building blocks - notably a capability in anti-lock brakes - and might not have had the financial capacity to do so following the Lucas deal. By contrast, the Lucas/Variety merger will create a global supplier in one go and leave the combined company with a strong balance sheet. Maybe too strong a balance sheet. Mr Quarta's prodding has highlighted the fact that the Lucas/Variety deal produces nothing up front for shareholders. That is fine, if the mooted 20 per cent enhancement in earnings per share materialises over the next three

Diamonds
Running the world's most successful cartel is no joke. De Beers has had to sweat blood keeping Russia in the fold - only to see Argyle, the world's largest producer in volume terms, pull out. Still, despite Argyle's size, its departure is not much of a blow to De Beers' grip on the market. Despite the benefits of pulling out - freedom from the cartel's sales restrictions and fat handling charges - Argyle would not be leaving if it thought its departure would prompt a price collapse. And this risk looks slim. For one thing, Argyle's output may be huge, but in value terms it amounts to only 6 per cent of the cartel - because it is mostly low-grade stones, whose prices De Beers has had little success propping up anyway. For another, besides Argyle, the cartel is dominated by Russia and De Beers itself both are so big that neither can really afford to risk its demise.

FT WEATHER GUIDE
Europe today
South-westerly winds will draw cool air across north-west Britain, bringing cloud and a few light showers. Most of England will be sunny with temperatures reaching 25C in some areas this afternoon. Western Europe will be sunny with unseasonably high temperatures. Thundery showers will develop during the afternoon. High pressure will bring sun to a wide area from the Baltic states, across the Balkans and into the south-eastern Mediterranean region. The central Mediterranean region will have showers, as will Western Russia, although the Moscow district will remain dry.
Five-day forecast
The hot conditions in central and southern Europe will persist for the next couple of days. It will be warm and sunny, although isolated thundery showers will develop. The south-eastern Mediterranean will remain warm and sunny. North-west Britain will remain unsettled with rain at times, while the south-east will be dry and warm.
TODAY'S TEMPERATURES
Maximum Minimum Beijing sun 30 25 Caracas fair 31 26 Faro sun 29 25 Madrid cloudy 31 26
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